

# GRAIN DEALERS JOURNAL

XLVII. No.10.

Chicago, Ill., U. S. A., November 25, 1921.

Price \$2.00 Per Year. 15 Cents Per Copy.

## The Eleventh Hour Triumph.

By MELVILLE SLOAN

**D**OES your battle seem lost? Then the time has come when you must throw every ounce of energy into the struggle. That is all that is needed to turn defeat into victory.

Think of the noble spirit of Dessaix, Napoleon's dashing cavalry leader at the battle of Marengo. During the first half of the day the battle went against the French. Napoleon, ready to order a retreat, called Dessaix to his side.

"Sire," said Dessaix, looking at his watch, "the battle is completely lost! But it is only two o'clock and we shall yet have time, today, to win another."

He then made his famous cavalry charge, which won for the French a decisive victory.

Blucher was beaten in nine battles out of ten. He always quickly rallied his forces and was in a comparatively short time as formidable as ever. As one writer has said, "he had his disappointments, but turned them, as the oyster does the irritating grain of sand, into pearls."

Washington knew the sting of constant defeat—losing more battles than he won—but his undying perseverance finally triumphed most gloriously.

For four years in the great war, the Allies were on the defensive, assailed, defeated, driven back, but there was never a hint of surrender or even a thought of defeat. In the eleventh hour came the turn—then victory.

Think of these things in the hour of your own little trouble.

Let each set-back only make you stronger.

Hang on! Keep going! Don't quit!

There is such a small difference between final success and failure that just *one more* try may be all that is needed for your victory.



## Your Exchange.

**T**HE difficulty experienced prior to 1898, by owners of grain elevators who desired to sell was to find an inexpensive method or medium by which to make their wants known to persons who wished to buy grain elevators or warehouses.

The men who wanted to buy elevators or grain businesses experienced just the same difficulty in making their wants known to possible sellers.

The trade had no medium which was recognized as a Market Place, an Exchange for Grain Elevators. No way was provided whereby the would-be buyers and anxious sellers of elevators, grain warehouses, feed mills, could make their wants known to each other without entailing an enormous expense and much profitless labor.

Shortly after some of the enterprising grain men of the country started the Grain Dealers Journal, to champion the business interests of the regular grain dealers, it was decided to make it the medium

for bringing together would-be buyers and sellers of elevators, grain businesses and second-hand machines, as well as those who desired a partner, help or a position.

This suggestion quickly received the hearty approval of the entire trade, and ever since, those who have wished to buy or sell, lease or let an elevator, to get a partner, position or help, have used the "Wanted" and "For Sale" columns of the Journal, and had their wants quickly satisfied. It is the grain trader's accepted medium for this class of advertisements.



# MEMPHIS

## You Can't Forget that Memphis Is The Mixed Feed Center of Our Country

THE grain men of Memphis want no credit for what they have done to put Memphis second to none as a feed manufacturing point. However, they are quick to point out the excellent location of their market for both receiving grain from the large producing sections and for reaching that large feed consuming territory in the great Southeast.

Memphis' success was logical. You will be pleased to deal with any of the Merchants Exchange Members mentioned here—and they will be pleased to handle your business.

Write them all today.

## Memphis Merchant Exchange Members

**Marshall Grain Co.**

Grain—Feed—Seed

**Quaker Oats Co.**

Feed and Cereal Mfrs.

**Clark-Burkle & Co.**

Grain and Hay

**Denyven & Co.**

Broker and Commission

**E. E. Buxton**

Broker and Commission Merchant  
Consignments Solicited

**John Wade & Sons, Inc.**

Grain, Feed, Flour

**L. B. Lovitt & Co.**

Cottonseed and Peanut Products

**International Sugar Feed Co.**

Feed Manufacturers and Grain

**Walter M. Browne**

Brokers and Commission,  
Consignments

**Edgar-Morgan Co.**

Mixed Feed Mfrs.

**L. P. Cook**

Receiver and Shipper

**U. S. Feed Co.**

Grain, Hay, Millfeed

**Pease & Dwyer**

Grain, Mixed Feed

**Royal Feed & Milling Co.**

Mixed Feed Mfrs.

**Mississippi Elevator Co.**

Grain Dealers, Feed Mfrs.

**Sessum Grain Co.**

Grain, Mixed Feed



## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.*

### AMARILLO, TEXAS.

Early Grain & Elevator Co., wholesale grain.\*  
Stone & Co., Lester, wholesale grain.\*

### ATCHISON, KANS.

Moore-Lawless Grain Co., consgts., futures, pvt. wires.\*

### ATLANTA, GA.

Commercial Exchange Members.

M. H. Haym, successor to  
Gregg & Son, J., wholesale brokers, grain, hay.\*

### BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers, exporters.\*  
Blackburn & Co., C. P., grain receivers, exporters.\*  
Dennis & Co., grain merchants.\*  
England & Co., Inc., Chas., grain, hay.\*  
Fahey & Co., John T., grain receivers and exporters.\*  
Gill & Fisher, receivers and shippers.\*  
Hammond, Snyder & Co., Inc., receivers, exporters.\*  
Hux & Co., G. A., grain, hay, seeds.\*  
Jones & Co., H. C., receivers, shippers, exporters.\*  
Lederer Bros., grain receivers.\*  
Robinson & Jackson, grain commission merchants.\*  
Steen & Bro., E., grain receivers and exporters.\*

### BEAVER, OKLA.

Horne Grain Co., Texas wheat, barley, milo.

### BIRMINGHAM, ALA.

Birmingham Grain Co., grain, feed, flour.\*  
Hemphill & Co., R. C., mdse. & grain brokers.\*  
Montgomery Brokerage Co., grain, gr. pdts., hay, mdse.\*  
Western Grain Co., mfrs. mxd. feed, crn. meal, grits.\*

### BLOOMINGTON, ILL.

Hasenwinkle Grain Co., brokers of country grain.

### BOSTON, MASS.

Chamber of Commerce Members.

Beuzaquin, Matthew D., grain brokerage commission.\*

### BUFFALO, N. Y.

Corn Exchange Members.

Armour Grain Co., grain merchants.\*  
Burr's Grain Co., grain commission.\*  
Churchill Grain & Seed Co., receivers, shippers.\*  
Davis, Inc., A. C., grain.\*  
Doorty-Elsworth Co., Inc., brokerage commission.\*  
Electric Grain Elevator Co., consignments.\*  
Globe Grain Co., receivers & shippers.\*  
Harold, A. W., grain, barley a specialty.\*  
Lewis Grain Corp., receivers & shippers.\*  
McCormell Grain Corporation, commission merchants.\*  
McKilien, Inc., J. G., receivers and shippers.\*  
Pratt & Co., receivers, shippers of grain.\*  
Ratcliffe, S. M., commission merchant.\*  
Seymour-Wood Grain Co., consignments.\*  
Sunset Grain & Feed Co., grain & feed.\*  
Taylor & Bournique Co., grain merchants.\*  
Traders & Producers Supply Co., millfeeds a specialty.\*  
Townsend Ward Co., The, consignments.\*  
Watkins Grain Co., consignments.\*  
Whitney & Gibson, consignments.\*

### CAIRO, ILL.

Board of Trade Members.

Cairo Grain Commission Co., consignments.\*  
Halliday Elevator Co., grain dealers.\*  
Lynch Grain Co., grain dealers.\*  
Thistlewood & Co., grain and hay.\*

### CARROLLTON, MO.

Claiborne Commission Co., commission merchants.\*

### CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., corn and oats.\*  
Gifford Grain Co., grain and grain products.\*  
King Wilder Grain Co., grain shippers.\*

### CHATTANOOGA, TENN.

Board of Trade Members.

Hood Feed Co., flour, feeds, field seeds.

\*Member Grain Dealers National Association.

### CHICAGO, ILL.

Board of Trade Members.

Anderson & Co., W. P., grain commission merchants.\*  
Armour Grain Co., grain buyers.\*  
Bailey & Co., E. W., grain commission merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
Dole & Co., J. H., grain and seeds.\*  
Freeman & Co., Henry H., grain, hay, straw.\*  
Gerstenberg & Co., commission merchants.\*  
Hales & Hunter Co., grain merchants.\*  
Harris, Winthrop & Co., grain commission.\*  
Hitch & Carder, commission merchants.\*  
Hoit & Co., Lowell, commission, grain and seeds.\*  
Lamson Bros. & Co., consignments solicited.\*  
Leland & Co., E. F., grain and seeds.\*  
Lewis & Co., F. S., grain and provisions.\*  
McKenna & Dickey, commission merchants.\*  
Mumford & Co., W. R., grain, hay, millstuffs.\*  
Norris Grain Co., grain merchants.\*  
Paynter, H. M., grain and field seeds.\*  
Pope & Eckhardt Co., grain and seeds.\*  
Press & Co., W. G., grain, provisions, stocks, etc.\*  
Requa Bros., wheat a specialty.\*  
Runsey & Co., grain commission.\*  
Schiffelin & Co., P. H., commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*  
Somers, Jones & Co., grain and field seeds.\*  
Updike Grain Co., consignments.\*

### CINCINNATI, O.

Grain & Hay Exchange Members.

Early & Daniel Co., grain, hay, feed.\*  
Gale Grain Co., The A. C., receivers & shippers.\*

### CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. I., grain and millfeed.\*  
Cleveland Grain & Milling Co., The, recvrs. & shprs.\*  
Gates Elevator Co., The, receivers and shippers.\*  
Sheets Elevator Co., The, grain, hay, straw.\*  
Shepard, Clark & Co., grain merchants.\*  
Strauss & Co., H. M., receivers, shippers hay & grain.\*

### COLBY, KANSAS.

Harris & Haynes, wholesale—brokers—grain.

### CLOVIS, N. MEX.

Western Elevator Co., The, recvrs.-shprs., hdqtrs kafr-milo.\*

### DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.\*

### DALHART, TEXAS.

Kinard Grain Co., J. C., wholesale grain & hay.\*

### DECATUR, ALA.

Decatur Coal & Mfg. Co., grain and feedstuffs.\*  
Lyle-Taylor Grain Co., whlse. grain, hay, feeds.\*

### DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*

### DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.\*  
Ashcraft Grain Co., S. B., wholesale grain.\*  
Conley-Ross Grain Co., The, grain and beans.\*  
Crescent Flour Mills Co., The, merchant millers.\*  
Denver Elevator, wholesale grain, flour, millfeed.\*  
Farmers Elevator Co., The, H. F. Rover, Mgr.\*  
Gallagher Grain Co., grain merchants.\*  
Houlton Grain Co., wholesale grain.\*  
Kellogg Grain Co., O. M., receivers and shippers.\*  
McCaull-Dinsmore Co., wholesaler and commission.\*  
Moore-Lawless Grain Co., private wires to all markets.\*  
PHELPS Grain Co., T. D., wholesale grain.\*  
Rocky Mountain Grain Co., export and domestic grain.\*  
Scott-George Grain Co., The, receivers and shippers.\*  
Summit Grain Co., wheat, corn, oats, rye, barley.\*

### DES MOINES, IOWA.

Board of Trade Members.

Des Moines Elevator & Gr. Co., oats a specialty.\*  
Marshall Hall Grain Co., grain commission.\*  
Taylor & Patton Co., corn and oats.\*

### DETROIT, MICH.

Board of Trade Members.

Dumont, Roberts & Co., receivers, shippers.\*  
Huston, C. R., grain and hay.\*  
Lapham & Co., J. S., receivers & shippers.\*  
Lichterberg & Son, oats, corn, hay, straw.\*  
Simmons & Co., F. J., grain and hay.\*  
Swift Grain Co., consign or ask for bid.\*

### DODGE CITY, KANSAS.

Hillyer Grain Co., grain.

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., merchants—commission, consignments.\*  
Transit Grain & Com. Co., consignments, brokerage.\*

### GREAT FALLS, MONTANA.

Barkemeyer Grain & Seed Co., grain dealers.\*

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### HAGERSTOWN, MD.

Valley Brokerage Co., feed, grain, hay broker.

### HAMBURG, IOWA.

Sullivan & McBride S. & G. Co., red cob fodder corn.

### HASTINGS, NEBR.

Kochler-Twidale Elevator Co., grain dealers.\*  
Moritz Grain Co., C., wholesale grain.\*  
Sexson, C. R., grain.\*

### HATTIESBURG, MISS.

Merchants Grocery Co., whlse. grocers, grain, fd., flr.

### HILLSBORO, KANSAS.

Hillsboro Roller Mills, gr. dlrs., flr., chick feed.

### HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.\*  
Rothschild Co., S., grain, c/s products, rice b/p.\*

### HUTCHINSON, KANS.

Board of Trade Members.

Central Grain Co., The, buyers for mills.\*  
Farmers Co-op. Com. Co., commission merchants.\*  
Goffe & Carkener, private wire.\*  
Hayes Grain Co., John, grain merchants.\*  
Hutchinson Grain Co., grain merchants.\*  
Logan Bros. Grain Co., receivers & shippers.\*  
McClure Grain Co., J. B., buyers and sellers.\*  
Midwest Grain Co., The, shippers.\*  
Moore Grain Co., consignments—buyers of grain.\*  
Producers Grain Co., The, milling wheat.\*  
Southwest Grain Co., receivers and shippers.\*  
Union Grain Co., grain merchants.\*  
Vanderslice-Lynds Co., grain commission merchants.\*

### INDIANAPOLIS, IND.

Board of Trade Members.

Anderson & Mercer, grain commission & consignments.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain & Milling Co., grain commission.\*  
Hayward-Rich Grain Co., grain commission.\*  
Menzie Grain & Bkg. Co., Carl D., grain commission.\*  
Probst & Kassebaum, Inc., hay, grain, feed.\*  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.\*

### JACKSON, MICH.

Wagner-White Co., track buyers-sellers, grain-feed.

### JACKSON, MISS.

Field Co., Robt., suce. to P. L. Brittain Co.\*  
Royal Feed & Mfg. Co., mixed feed mfrs.\*

### KANSAS CITY, MO.

Board of Trade Members.

Christopher & Co., B. C., kafir, feterita, milo.\*  
Claiborne Commission Co., commission merchants.\*  
Croysdale Grain Co., commission merchants.\*  
Davis Grain Co., A. C., grain commission.\*  
Denton Kuhn Grain Co., consignments.\*  
Ernst Davis Grain Co., commissions.\*  
Federal Grain Co., receivers, shippers.\*

(Continued on next page.)



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## KANSAS CITY, MO., (Continued)

Frisco Elevators Co., grain merchants.  
Goffe & Carkner, grain commission.\*  
Hah-Baker Grain Co., consignments.  
Hipple Grain Co., kafir, milo.  
Larabee Flour Mills Corp., The, mfrs. "Larabee Best."  
Lichtig & Co., H., kafir, milo, screenings.\*  
Logan Bros. Grain Co., receivers and shippers.\*  
Mensendieck Grain Co., consignments.\*  
Miller Grain Co., S. H., consignments.  
Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., receivers and shippers.\*  
Norris Grain Co., grain merchants and exporters.\*  
Roanen Grain Co., E. E., consignments.  
Root Grain Co., consignments and futures.\*  
Scouler Bishop Grain Co., receivers and shippers.\*  
Shannon Grain Co., consignments.  
Simonds, Shields, Lonsdale Grain Co., grain.\*  
Stevens Grain Co., buyers and sellers.  
Terminal Elevators, receivers, shippers.\*  
Twidale-Wright Grain Co., consignment futures.  
Thresher Grain Co., R. J., grain commission.\*  
Wilser Grain Co., consignments.\*

## LAWRENCE, KANS.

Underwood & Sons, J., grain, feed, seeds.

## LEAVENWORTH, KANS.

Wilson-Legier Hay & Grain Co., branch at Kansas City.

## LIBERAL, KANS.

Light Grain & Mill Co., mill pnts., kafir, milo.  
Vickers Grain & Seed Co., grain and field seeds.

## LINCOLN, NEBR.

Grain Exchange Members.  
Lincoln Grain Co., grain merchants.\*  
Wright-Leet Grain Co., receivers and shippers.

## LITTLE ROCK, ARK.

Grain Exchange Members.  
Caple & Stockton, hay, grain, feed.  
Davis, S. P., Est. 1893, grain, flour, cottonseed meal.  
Farmer Wilson Co., brokers, hay, grain, mill feed.\*  
Gordy Co., C. L., grain brok., hay, grain, mill feed.\*  
Wilson Co., John R., grain brokers.

## LOUISVILLE, KY.

Board of Trade Members.  
Bingham-Hewett Gr. Co., receivers-shippers of grain.\*  
Callahan & Sons, receivers and shippers of grain.\*  
Farmer & Sons, Oscar, hay, grain and feeds.\*  
Fruechtenicht, Henry, grain, feed, hay.  
Kentucky Public Elevator Co., storers and shippers.\*  
Verhoeff & Co., H., receivers and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

## LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.

## M'KINNEY, TEXAS.

Reinhart & Company, wheat, corn, oats, maize.\*

## MARSHALL, MO.

Claiborne Commission Co., commission merchants.\*

## MEMPHIS, TENN.

Merchants Exchange Members.  
Browne, Walter M., broker & com., consignments.\*  
Buxton, E. E., broker and commission merchant.\*  
Clark-Burkle & Co., grain and hay.  
Cook, L. P., receiver and shipper.  
Davis & Andrews Co., grain, mixed feed.\*  
Denyven & Co., brokers and commission.\*  
Edgar-Morgan Co., mixed feed manufacturers.  
International Sugar Feed Co., feed mfrs. and grain.  
Lovitt & Co., L. B., cotton seed and peanut products.  
Mississippi Elevator Co., grain dealers, feed mfrs.\*  
Pease & Dwyer, grain, mixed feed.  
Quaker Oats Co., feed & cereal mfrs.  
Royal Feed & Milling Co., mixed feed mfrs.  
Sessum Grain Co., grain, mixed feed.\*  
U. S. Feed Co., grain, hay, mill feed.\*  
Wade & Sons, Inc., John, grain, feed, flour.\*

## MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.\*

## MERIDIAN, MISS.

Board of Trade Members.  
Lyon & Co., A. J., whise, gro., grain, feed.  
Meyer Bros., wholesale groc., grain, feed.  
Sturgis Co., grain dealers, mixed feed mfrs.\*  
Threefoot Bros. & Co., whole grain, feed, fl., gro.\*

## MIDDLEPOINT, OHIO.

Pollock Grain Co., grain, hay, straw, ear corn.

## MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

## MINNEAPOLIS, MINN.

Chamber of Commerce Members.  
Banner Grain Co., grain receivers.  
Benson, Quinn Co., grain commission.\*

## MINNEAPOLIS, MINN., (Continued).

Chamber of Commerce Members.  
Cargill Commission Co., grain commission.  
Cereal Grading Co., grain merchants.\*  
Gould Grain Co., receivers and shippers.\*  
Hankinson & Co., H. L., grain commission.  
Malmquist & Co., C. A., receivers & shippers.  
Marfield Grain Co., grain commission.\*  
McCarthy Bros. & Co., receivers & shippers.  
McCaull Dinsmore Co., consignments solicited.\*  
Mitchell Co., W. C., grain commission.\*  
Seidl, Frank J., all grains and feeds.  
Sheffield Elevator Co., shippers of grain.  
Sterling Grain Co., receivers and shippers all grains.  
Van Dusen-Harrington Co., grain merchants.\*  
Welch Co., E. L., mill oats and screenings.

## NEWARK, N. J.

Smith & Wallace Co., J. C., receivers shippers.

## NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.

## NEW ORLEANS, LA.

Board of Trade Members.  
Anderson & Jackson, Inc., exporters of grain.\*  
Barr, R. J., grain exporter.\*  
Fox Co., C. E., exporters.\*  
Gibbons, J. T., gr. dealers, mixed fd. mfrs., expts.  
Matthews Sons, Geo. B., mill feed manufacturers.\*  
Nathan & Pettis, fwdg. agt. & expt. fght. broker.\*  
Neumond, Inc., K. & E., dlrs. & expts in feed articles.\*  
Richeson Co., Inc., W. L., expt. shpg., fgt. bkg. & fg.\*  
Rodd & Co., Chas. M., gr. brokers & fwdg. agents.\*  
Waterman & Co., J. S., gr. flour & fd. bkrs., dr. jobs.\*

## MOULTRIE, GA.

Delay, A. J., flour and grist mill.

## NASHVILLE, TENN.

Grain Exchange Members.  
Allen Grain Co., receivers & shippers.\*  
Kerr, S. S., receiver and shipper.\*  
Tennessee Grain Co., receivers and shippers.\*  
Tyner & Co., John A., recvrs. & shippers.\*

## NEW YORK CITY.

Produce Exchange Members.  
Jones & Co., M. B., buyers—quote us.\*  
Knight & Company, commission merchants.\*  
Therrien, A. F., broker.

## NORFOLK, VA.

Moon-Taylor Co., grain and hay brokers.

## OKLAHOMA CITY, OKLA.

Grain Exchange Members.  
Cherokee Grain Co., grain merchants.\*  
Conyers Grain Co., grain merchants.\*  
Lang Grain Co., J. H., prompt and efficient service.\*  
Langenberg Bros. Grain Co., grain merchants.\*  
Marshall Grain Co., grain, feed, seeds.\*  
Moore, George L., grain merchant.  
Okla. City M. & E. Co., grain merchants, millers.\*  
Perkins Grain Co., W. L., brokers.\*  
Scannell-Winters Grain Co., grain and feed.  
Stinnett Grain Co., grain merchants.\*  
Stowers Grain Co., W. B., commission merchants.  
Strader & Co., J. Edgar, grain, hay, feed.\*  
White Grain Co.

## OMAHA, NEBR.

Grain Exchange Members.  
Butler Welsh Grain Co., grain merchants.\*  
Crowell Elevator Co., receivers, shippers.\*  
Holmquist Elevator Co., receivers and shippers.\*  
Maney Grain Co., The, consignments.\*  
Miller Wilson Grain Co., receivers and shippers.\*  
Roberts Grain Co., Geo. A., grain merchants.\*  
Stockham Grain Co., E., commission merchants.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
United Grain Co., grain commission.  
Updike Grain Co., consignments.\*

## OTTAWA, KANS.

Ross Milling Co., The, millers, hard wheat flour.

## PAMPA, TEXAS.

McMurtry Grain Co., L. C., wheat, kafir, milo.\*

## PEORIA, ILL.

Board of Trade Members.  
Bartlett Co., S. C., grain commission.\*  
Bowen Grain Co., H. D., receivers & shippers.  
Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.\*  
Harrison, Ward & Co., receivers & shippers.  
Luke Grain Co., grain commission.\*  
McFadden & Co., G. C., consignments.  
McCreery & Son, J. A., wheat, corn, oats.\*  
Miles, P. B. & C. O., grain commission.\*

## PEORIA, ILL., (Continued).

Mueller Grain Co., receivers and shippers.\*  
Shaffer Grain Co., J. C., receivers & shippers.\*  
Turner Hudnut Co., receivers and shippers.  
Tyng Grain Company, receivers and shippers.\*

## PHILADELPHIA, PA.

Commercial Exchange Members.  
Delp Grain Co., E. E., grain and millfeeds.\*  
Dunwoody Co., Ezl., flour, grain, feed.\*  
McKay, Donald, grain and millfeeds.\*  
Miller & Sons, L. F., grain, seeds, hay.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Geo. M., grain and feeds.\*  
Rogers & Co., E. L., hay, straw, grain, feed.\*  
Standard Hay & Grain Co., grain and hay.\*  
Stites, A. Judson, grain & millfeed.\*  
Young & Co., S. H., wheat, corn, oats.

## PITTSBURGH, PA.

Members Grain and Hay Exchange.  
Allen & Co., H. S., grain & hay.\*  
Burson Grain Co., C. G., recvrs., shprs-commission.\*  
Elwood & Co., R. D., hay and grain.\*  
Foster Co., C. A., grain merchants.\*  
Geldel & Leubin, grain and hay.  
Hardman & Daker, grain, hay, millfeed.\*  
Harper Grain Co., corn a specialty.\*  
Heck & Co., W. F., grain, hay, millfeed.\*  
Herb Bros. & Martin, grain and hay.  
McCague, R. S., grain, hay.  
Rogers & Co., Geo. E., grain & hay.\*  
Smith & Co., J. W., grain merchants.\*  
Stewart & Co., Jesse O., grain and mill feed.  
Walton Co., Samuel, grain and hay.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

## PORTLAND, ORE.

Pacific Coast Elevator Co., grain.\*  
Pacific Grain Co., grain exporters.\*

## PUEBLO, COLO.

McClelland Mc'I. & R. Co., grain hay, and feed.\*

## QUINTER, KANSAS.

Jones-Rogers Grain Co., brokers.

## RICHMOND, VA.

Grain Exchange Members.  
Beveridge & Co., S. T., grain, hay, feeds, seeds.

## ROCHESTER, N. Y.

Dailey Bros., Inc., receivers and shippers.

## SAGINAW, MICH.

Saginaw Milling Co., flour, feed, hay, grain.\*

## SALINA, KANS.

Board of Trade Members.  
Baber Grain, Feed & Seed Co., grains, feed, seeds.  
Bossemeyer Grain Co., The Paul, grain merchants.\*  
Richter Grain Co., wheat, coarse grains & millfeed.  
E. L. Rickel, grain receiver and shipper.  
Service Grain Co., grain, feed, grain products.  
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Western Terminal Elevator Co., receivers and shippers.

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### SPRINGFIELD, MO.

Claiborne Commission Co., commission merchants.\*

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Moore, James A., grain dealer.

### TAMPA, FLA.

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Burch & Son, W. H., corn millers.

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Morehouse & Co., wholesale grain and seeds

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Young Grain Co., grain.  
Zahm & Co., J. F., grain seeds.\*

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Topeka Grain Co., wheat, corn, oats, mill & ctn. feed.

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Cowan Grain Co., W. C., wheat, oats, maize, kafir.\*

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Craig Grain Co., J. W., consignments and mill orders.  
Foot Grain Co., consignments.  
Hall Baker Grain Co., exporters.

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Hipple Grain Co., consignments.  
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Simonds-Shields-Lonsdale Gr. Co., exporters.  
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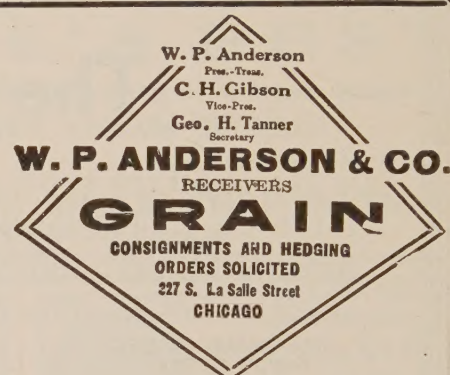
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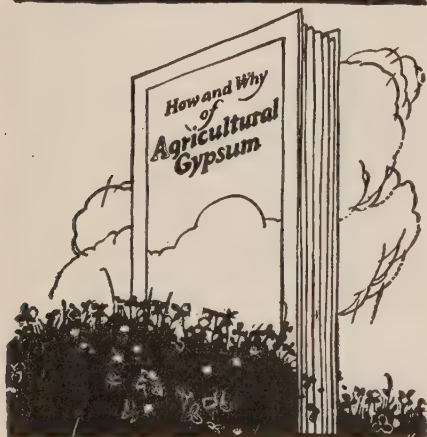
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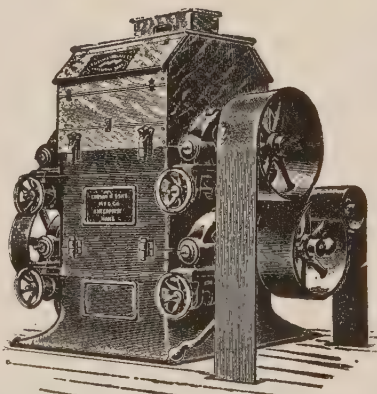
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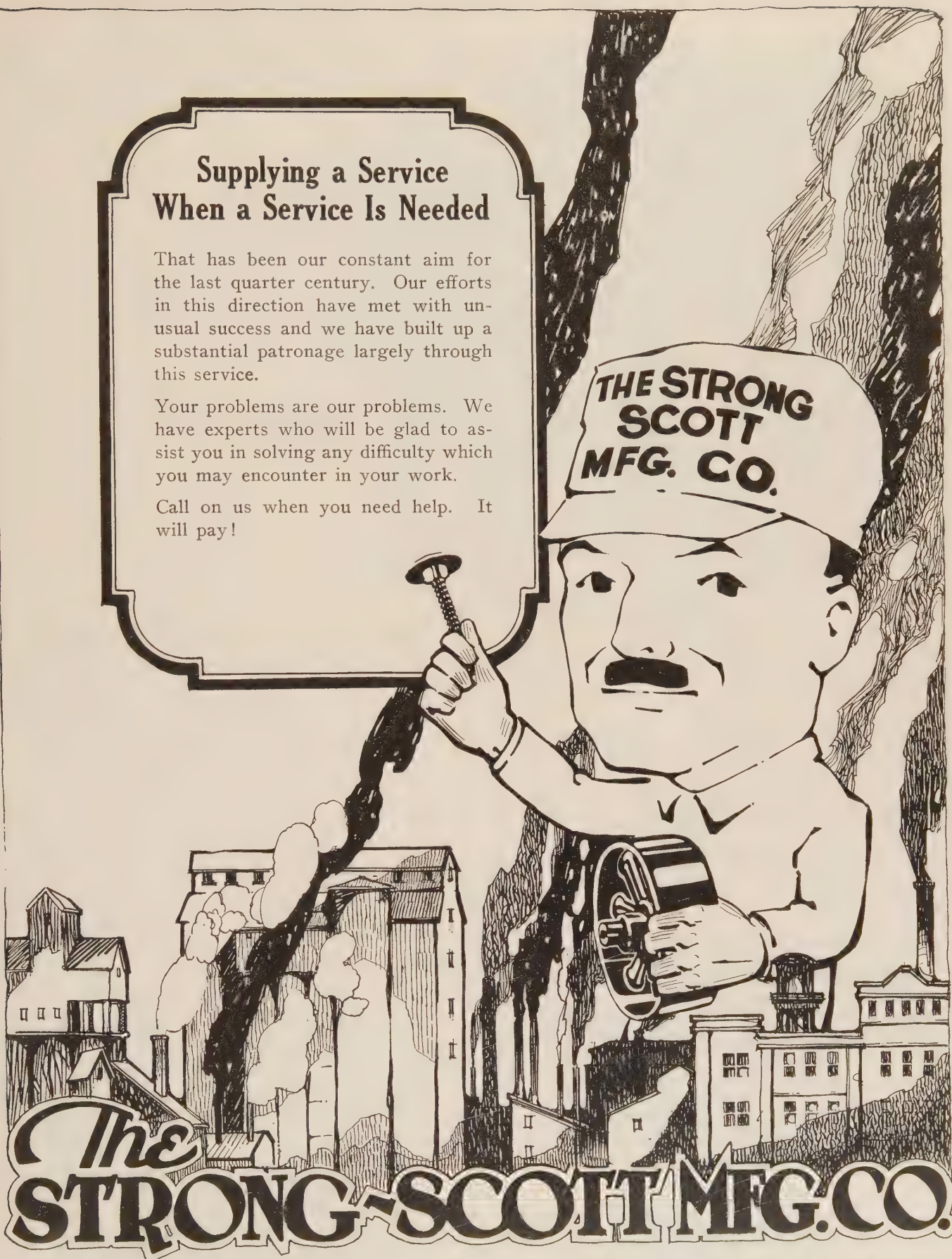


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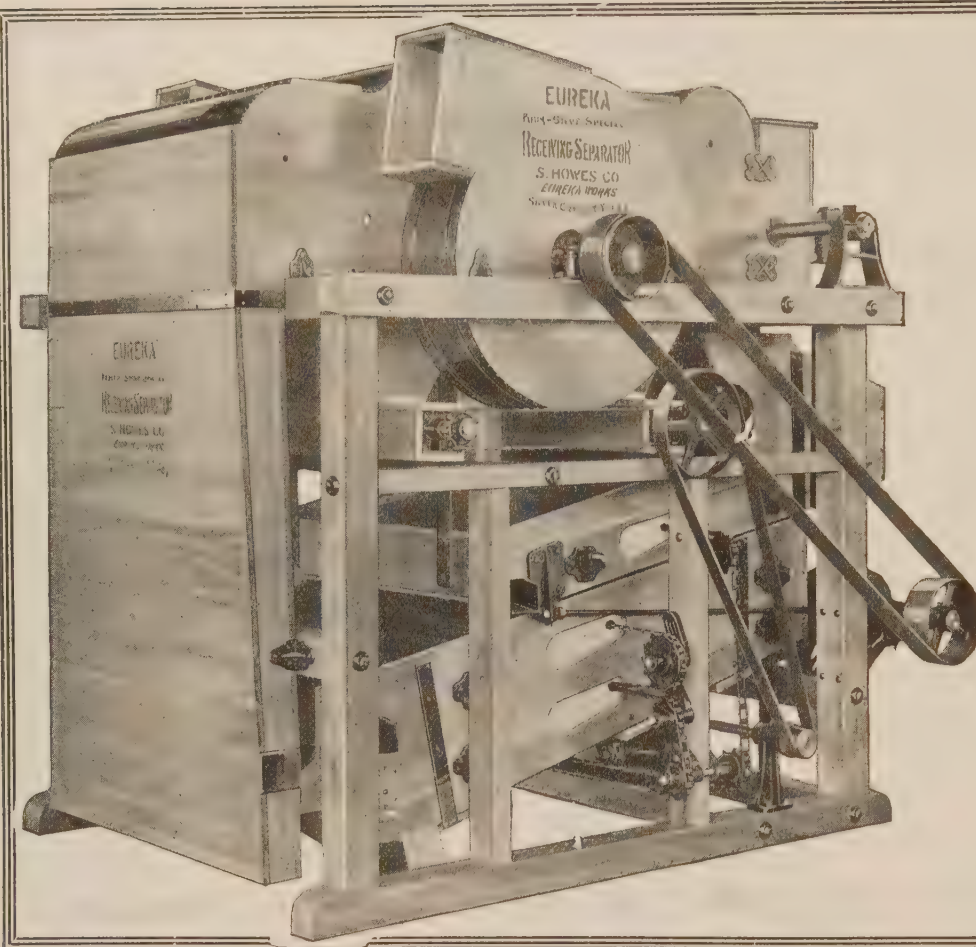
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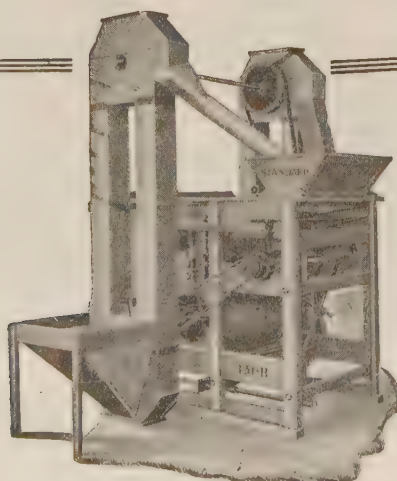
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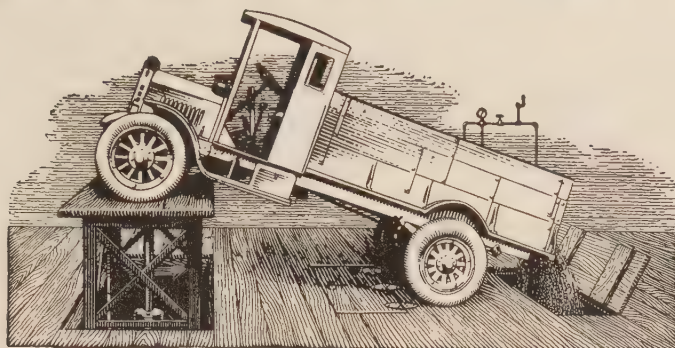
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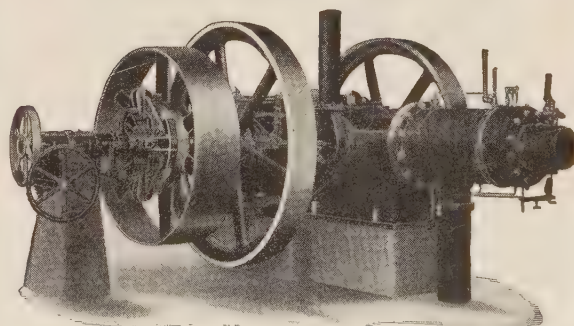
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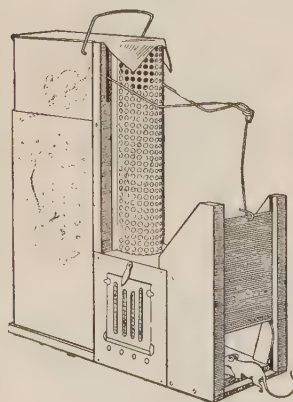
You will be amazed to find that for actual superiority in all essentials U. S. prices are lowest.

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Each page is 8¼x14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 40 wagon loads and each book has 160 pages or spaces for records of 6560 loads. The book is well printed, ruled on ledger paper, and substantially bound in full heavy canvas covers. Weighs 2½ lbs.

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**GRAIN DEALERS JOURNAL**

305 So. La Salle Street, Chicago,



# Everybody Wants To Cut Expenses

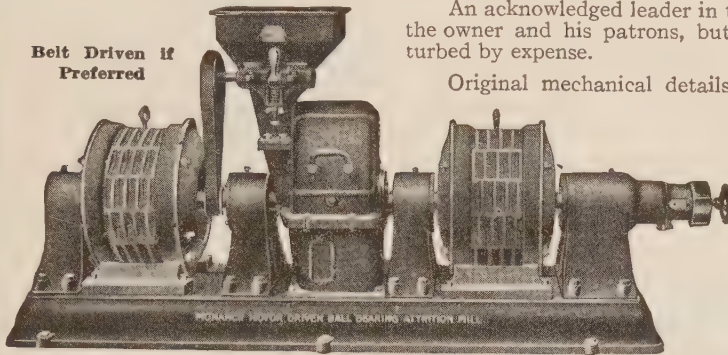
Profits must be saved as well as earned and economy in conducting business is as important as the returns from sales.

In starting or continuing the operation of a feed grinding business in connection with your regular grain business, the first step toward cutting expenses and keeping them at a low level, is the installation of the

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Whether you are just starting in business or have been engaged in feed grinding for some time—it will pay you to get a MONARCH—if you do not already own one.

Belt Driven if  
Preferred



An acknowledged leader in the field, this mill not only stands for satisfaction to both the owner and his patrons, but is so economical to run that profits are in no way disturbed by expense.

Original mechanical details, worked out carefully, proved and accepted by hard headed men of business, have removed the fear of competition.

Will you allow us to figure on your feed grinding proposition, without cost or obligation to you?

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Milling Engineers

Main Office and Works, P. O. Box No. 26, Muncy, Pa.  
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When You Think of Electrical Construction or Repairing—THINK OF

**Pierson-Wilcox Elect. Co.**  
MINNEAPOLIS, MINN.  
ESTABLISHED 1898

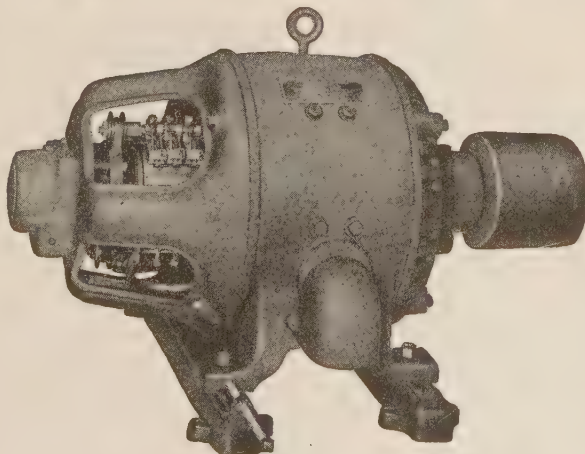
For elevator and mill supplies we issue a net price catalog. If in the market write us for one.

**WHITE ★ STAR ★ CO.**  
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You want to do business with the grain shippers. Tell them so. The Grain Dealers Journal reaches them.

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Type "E" Belted Motor

*Allis-Chalmers Type "E"*

## Direct Current Motors

Superior Design and  
Rugged Construction

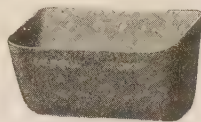
Details Fully Developed  
To Meet All Applications

*Send for Bulletin*

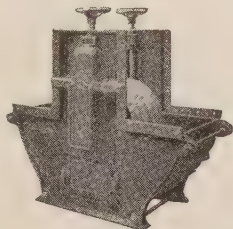
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MANUFACTURING COMPANY

**MILWAUKEE, WISCONSIN. U.S.A.**



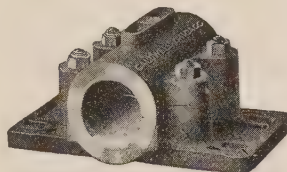


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**H**ALF a million dollars worth of well selected stock, constantly maintained, and an organization keyed up to the theory that plant efficiency is measured by the number of orders shipped on the day of receipt, accounts for Caldwell service.

If you need gears, sprockets, transmission machinery, Helicoid Conveyor or any of the Caldwell specialties promptly, wire Caldwell, or call up the nearest Link-Belt office. You will find Link-Belt Company offices in all principal cities.



**H. W. CALDWELL & SON CO.**

LINK-BELT COMPANY, OWNER

CHICAGO, 17th Street and Western Avenue

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# CALDWELL



*Representatives in  
Principal Cities*

*Be Right the First Time!  
Get the GENUINE*

## Humphrey Elevator

THE wide use of the Humphrey for 34 years is due to its big, outstanding advantages and unquestioned reliability.

*The Humphrey Electric Silent Chain Drive* requires practically no attention, operates quietly, lasts longer and uses less power than belts or gears.

*Patented Automatic Stop Device* eliminates accidents. It stops itself after a

man or a sack of flour goes above the top floor.

*Easily installed* by any millwright or mechanic in your plant.

*Genuine Humphreys are made only by the Humphrey Elevator Co.*

*Write for full information*

Humphrey Elevator Co., 1129 Division St. W., Faribault, Minn.

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## Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assures prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.

" B—Loss in Market Value Due to Delay in Transit.

" C—Loss in Quality Due to Delay in Transit.

" D—Loss in Market Value Due to Delay in Furnishing Cars.

" E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon. You tear out the original to send to the claim agent, and the carbon copy remains in the book, as a record of your claim.

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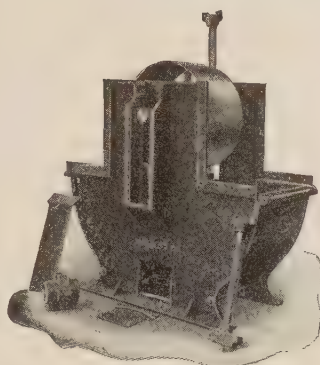
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**GRAIN DEALERS JOURNAL**

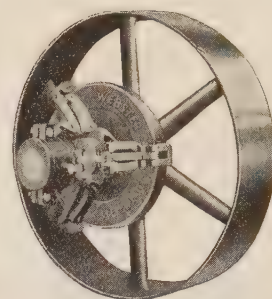
309 South La Salle Street

CHICAGO, ILL.





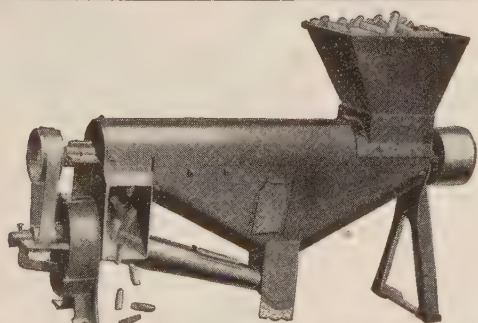
Wherever the highest degree of conveying and elevating efficiency is required for grain elevators, there you will find Webster equipment, because a comprehensive understanding of grain elevator problems has been acquired from a half century experience in this field.



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Style A Triumph Corn Sheller

## A GOOD SHELLER OF MODERATE CAPACITY

If you can use a Sheller that will properly shell 75 bushels of corn an hour; and if you want a good simple machine, you'll get just the sheller you ought to have in a Triumph.

Thousands of Triumph Shellers are at work in moderate sized mills and elevators both in this country and abroad, and every one of them is shelling corn properly and producing its share of profits.

We'll be glad to send you a copy of our new corn sheller circular. Just send us a postal or a letter asking for it.

**THE C. O. BARTLETT & SNOW CO**

Main Office and Works: Cleveland, Ohio

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Alone do not Prevent Explosions  
in Elevators, but  
DAY

Dust Collecting  
Systems do When  
Properly Installed

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1006 Lyndale Avenue N. Minneapolis, Minn.



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Have proved their superior qualities through years of reliable and economical service. Designed with a view to easy and inexpensive repair or replacement of parts. Cylinder, water jacket and head cast separate, easily and quickly replaced in case of damage by frost, which leaves the inner cylinder intact.

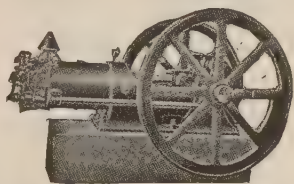
Economy kerosene carburetors for "Otto" engines manufactured and furnished from stock.

If you are interested in stationary engines—gas, gasoline, or kerosene—you need the Otto catalogue. Drop us a postal for your copy.

Models up to 50 H. P. in stock.

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We specialize on FABRICATED STEEL PRODUCTS and are equipped to furnish steel plate products such as tanks, hoppers, stacks, conveyors, chutes, pipe, elevator legs, coal mine equipment, cement and concrete sheet steel forms promptly. Let us estimate on your requirements.

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We are specialists in furnishing and erecting ROOFING & SIDING of galvanized, painted or zinc sheets, corrugated or formed. Our mechanics are experts—they know how. Let us figure on your erection, no matter where located.

*Our complete stock of galvanized, black, blue annealed sheet steel and zinc enable us to give immediate attention to all orders and inquiries received.*

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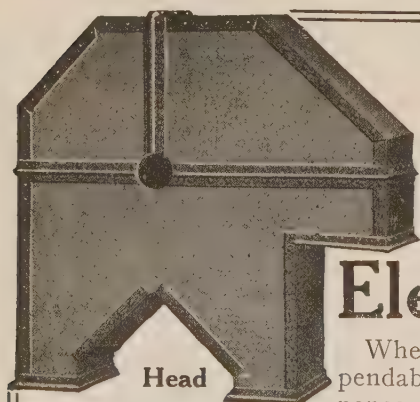
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The Grain Dealers Journal

DIRECT HEAT OR STEAM CONTINUOUS FLOW MADE IN ALL SIZES  
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O. W. RANDOLPH CO. TOLEDO OHIO U.S.A.



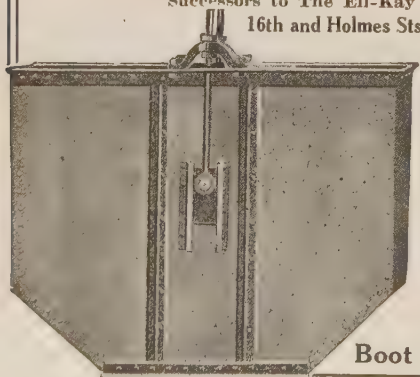
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## "Standard" Dust Tight Steel Elevators

Where economy, dependability and permanence are demanded get our quotations on Dust Tight Steel Elevators. Built according to standard designs or your specifications.

## Standard Steel Works

Successors to The Eli-Kay Mfg. Co.  
16th and Holmes Sts., North Kansas City, Mo.



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We manufacture Steel Elevator Casings, Heads, Legging boots, Buckets, Spouts, Dust Collectors, and all Steel and Galvanized Elevator Equipment.

## The Bauer

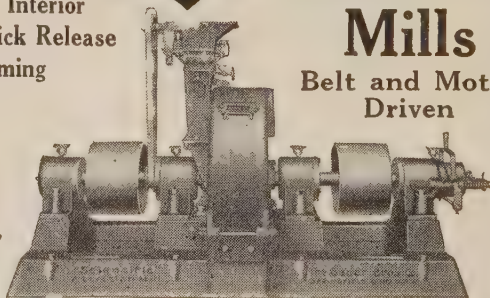
COSTS LESS PER HOUR

## Attrition Mills

Belt and Motor  
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Ball Bearings  
Accessible Interior  
Safety Quick Release  
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SAVE  
Power  
Time  
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The Bauer Ball-Bearing Belt-Driven Attrition Mill  
Costs Less per Hour to Operate

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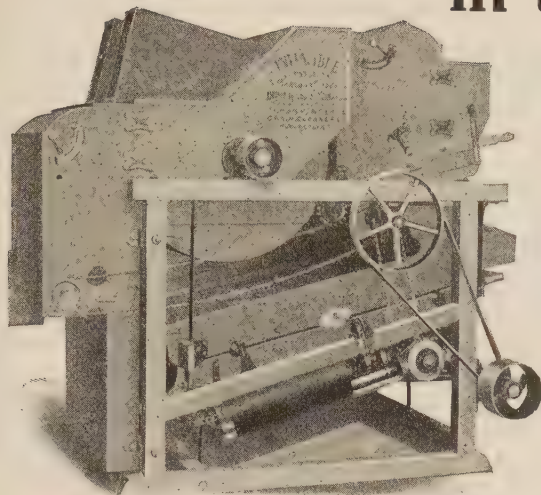
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Since 1896

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*Grain Samples Sent  
the Spear Way Always  
Reach Destination*

The value of supplying your customers with clean, promptly delivered samples is obvious. Do not neglect the important factor of good sample envelopes.

Write us for samples and prices today.

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**CONE-SHAPE  
GRINDERS**

**It PAYS to GRIND ALL GRAINS**

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." E. W. Watt, Jacobsburg, O.

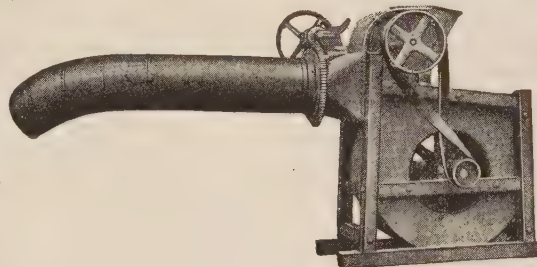
10 sizes; 2 to 25 H. P. Write for free catalogue. G. N. P. BOWSHER CO., SOUTH BEND, IND



## CLEAN AND LOAD IN ONE OPERATION

To make the most money these days the grain elevator operator must operate his plant as economically as possible; he must ship the highest grain possible and it must be clean. To get the maximum in loading facilities and at the same time clean the grain loaded every elevator operator should install

The  
Combined  
Grain  
Cleaner  
and  
Pneumatic  
Car  
Loader

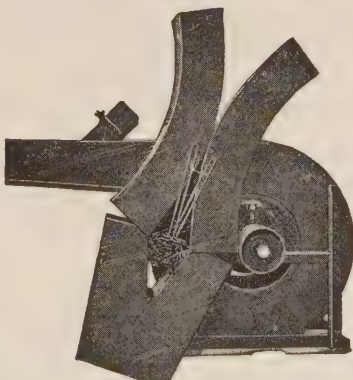


It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Cools and dries the grain as it passes through the air.

Used by hundreds of elevator owners. List of users will be sent you upon request.

Write for List and Circulars

**MATTOON GRAIN CONVEYOR CO., MATTOON, ILLINOIS**



30 DAYS' TRIAL

## Small Elevator Plans Free

Suggestive plans for small elevators from 2,000 to 6,000 bushels capacity will be mailed you upon request.

These houses are low in height and cost. Grain loaded without scooping and plans include automatic scale, cleaner and Boss Air Blast Car Loader. Just the thing for many small stations.

We can also mail plans for small plants for receiving, storing and shipping corn in the EAR without scooping in the car.

You can make your old house modern by installing a Boss Air Blast Car Loader. Every car can then be loaded without scooping. Our Portable outfits meet many needs. Write today outlining your problems. We will send you complete information free.

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## ADVERTISING

WELL PLACED IS YOUR BIG BUSINESS ASSET. A most direct, effective and economical way to reach the progressive grain dealer in your advertising is through THE GRAIN DEALERS JOURNAL.



## GRAIN ELEVATOR BUILDERS

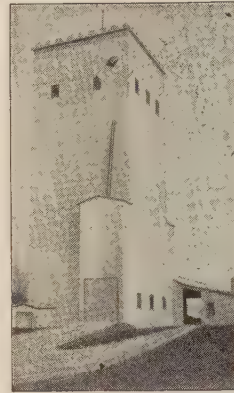
### A Reduced Cost of Handling Grain

makes the Best Elevator obtainable a profitable investment.

Ask for Suggestions on Saving Material, Power and Labor, before completing plans for your new elevator.

30 Years Practical Experience

**YOUNGLOVE CONSTRUCTION CO.**  
Sioux City, Iowa



THE illustration shown is of an elevator designed and built by us. May we build one for you?

Write and tell us when to call and go over the proposition with you.

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BLOOMINGTON ILLINOIS

Your Individual Needs are respected when your elevator is designed and built by

**W. H. CRAMER CONSTRUCTION CO.**  
NORTH PLATTE, NEB.  
Write for Details of Our System

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CONTRACTORS GRAIN ELEVATORS  
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We make plans and build up-to-date GRAIN ELEVATORS AND MILLS

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Concrete or Wood Elevators  
JOBBER IN MILL AND ELEVATOR SUPPLIES

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**MODERN WOOD and FIREPROOF ELEVATORS**

We furnish plans and estimates  
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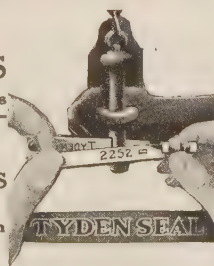
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CONTRACTS and BUILDS  
**MODERN GRAIN ELEVATORS**  
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**THE STAR ENGINEERING COMPANY, Wichita, Kansas**

UNITY BLDG., BLOOMINGTON, ILL.

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## Port Arthur, Ontario

FOR

The Grain Growers' Grain Company  
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The Saskatchewan Co-operative Elevator  
Co., Limited.  
The James Richardson & Sons, Limited.

### THE BARNETT-McQUEEN COMPANY, LIMITED

Designers and Builders of GRAIN ELEVATORS  
Offices: Port William, Ont., Duluth, Minn  
Minneapolis, Minn

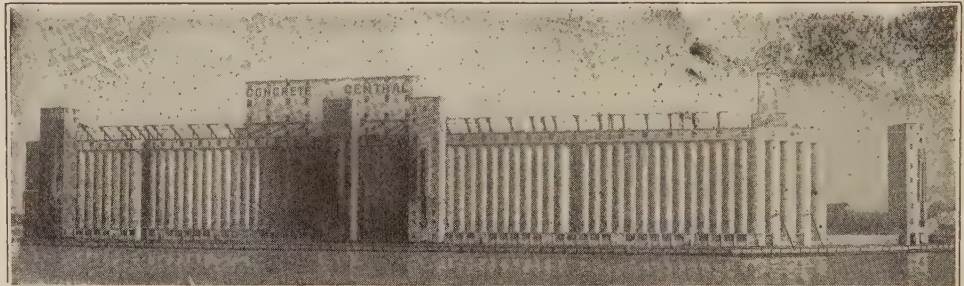


## Monarch Built Elevators

assure you eco-  
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first class work,  
efficient opera-  
tion.

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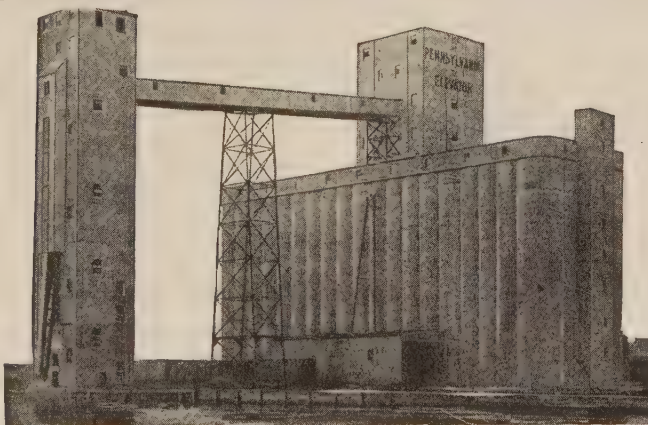
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Concrete Centra Buffalo, 4,500,000 Bu.

One of the modern houses which has made a record for rapid and economical handling

**MONARCH ENGINEERING CO.,** **BUFFALO, N. Y.**



Pennsylvania Railroad Co.'s Terminal  
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capacity, with marine leg, 25,000 bu. re-  
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Write us for Estimates and Proposals

## The Most Modern Elevator in the World

This is an aeroplane view of the Pennsylvania Railroad Company's new Northern  
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bushels. This elevator is equipped with

### Four Stewart Link-Belt Grain Car Unloaders

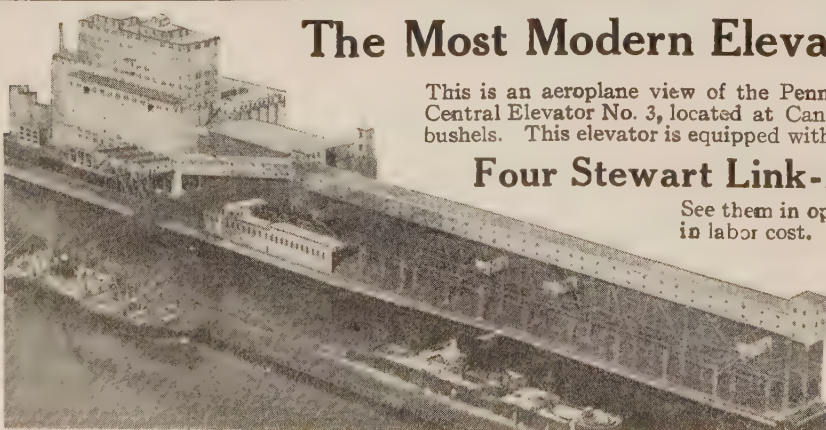
See them in operation and be convinced of their great saving  
in labor cost.

## James Stewart & Co., Inc.

Designers and Builders  
GRAIN ELEVATORS  
In All Parts of the World

Grain Elevator Dept., W. R. Sinks, Manager  
1210 Fisher Building, Chicago, Ill.

"We have built for many of your friends. Eventually we will  
build for you. Why not now?"







*New York State Barge Canal Terminal Elevator now under construction*

**\$148,345.00 saved** by the State of New York in placing contract for this structure with us.  
ADVANCED METHODS—INTENSIVELY DEVELOPED ORGANIZATION—MADE THIS POSSIBLE

**FEGLES CONSTRUCTION COMPANY, Limited**  
Minneapolis, Minn. Fort William, Ontario



**Buenos Aires Elevator Co.'s Terminal**  
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**John S. Metcalf Co.**

*Grain Elevator Engineers*

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CHICAGO, ILL., U. S. A.

54 St. Francois Xavier Street  
MONTREAL, CANADA

395 Collins Street  
MELBOURNE, AUSTRALIA

Calle Maipu 639  
BUENOS AIRES

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Keep up the Christmas Spirit with a message of cheerfulness, do it with holiday greeting cards. A complete set of samples, Business or Personal greetings, or both kinds with price list will be mailed promptly for your inspection.

**The American Embossing Co.**  
193-95 Seneca St. Buffalo, N. Y.

**L. J. McMILLIN**  
ENGINEER and CONTRACTOR of  
**GRAIN ELEVATORS**  
Any Size or Capacity  
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FOR  
**Concrete Elevators**  
**TOWNSEND B. SMITH**  
Decatur, Ill.

**Brandon Construction Company**  
The Southeast's Foremost ELEVATOR BUILDERS  
MARIANNA FLORIDA

## THE WORLD'S LARGEST ELEVATORS USE THIS BRUSH



For sweeping grain cars and elevators, the STAR BRUSH has no equal. Made of stiff selected fibre, 5 inches long. Guaranteed to outwear four or five corn brooms and do cleaner and faster work. Built on hardwood block 14 inches wide and flared to an 18-inch sweep. Largest elevators in Minneapolis, Duluth, Port Arthur and Ft. William now use this brush exclusively.

*Order a dozen today. If within sixty days you do not find them entirely satisfactory, send them back. We'll pay the transportation charges both ways*

Price \$16.00 per dozen, F. O. B. Minneapolis

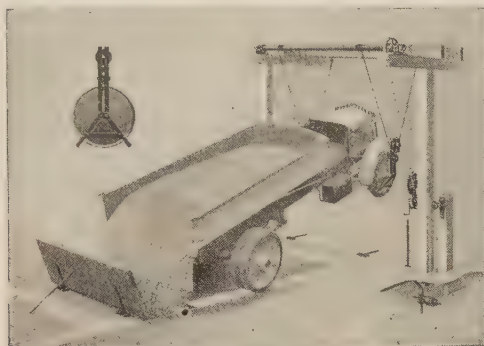
**Flour City Brush Company**

422-424 South Fourth Street

MINNEAPOLIS

**SOME GRAIN DEALERS** have realized a fortune from the offerings others overlooked. Our advertising pages as well as our reading matter columns present real opportunities to alert readers. Better keep your eyes open and look around as the entire contents of the Journal are prepared especially for you.



**TRUCK AND WAGON DUMP**

**Simple  
Durable  
Practical  
Safe  
Inexpensive  
Substantial**

**Easily Installed, Operated by  
Hand or Power. For further  
information address**

**L. J. McMILLIN, 525 BOARD OF TRADE, INDIANAPOLIS, INDIANA**  
*Designer and Builder of Grain Elevators*

**KIMBALL ELEVATORS  
& MANLIFTS**

**Passenger or Freight  
For Grain Elevators & Mills  
Electric or Hand Power  
Complete Line**

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COUNCIL BLUFFS, IOWA

Branches: 202 Scott Thompson Bldg., Oklahoma City,  
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City, Mo.



**Wasting your brain figuring how  
you can keep out of buying a dust col-  
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way of ultimately destroying your plant  
with the greatest loss.**

Insurance men, Uncle Sam's specialists on dust collecting  
telling you of the danger and the many examples of ruin  
caused by dust explosion, ought to be enough to make  
you investigate.

**NEW 1905 CYCLONE DUST COLLECTOR**

works on less power and with greater results than the old style  
cyclone types. They are built differently, hence work better. *Send for the facts.*

**THE KNICKERBOCKER CO., JACKSON, MICH.**



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An up-to-date, comprehensive dic-  
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With the use of Form 19GT as a scale book  
much time and labor will be saved as one writ-  
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Chance of error will be minimized as both the  
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tickets with hinge top cover, 500 tickets in each  
book arranged horizontally. Size of book 7 1/2 x 12  
inches, each book supplied with 5 sheets of carbon.

The printing is crosswise ticket and has spaces for the  
following record: "Owner, Hauler, Grain, Grade and Dock-  
age, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels,  
Price and Amount, Storage Ticket No., Station Ticket No.,  
and Date, Weigher, Name of Firm or Buyer."

Form 19GT Duplicating (250 pages) \$1.75

Form 19GT Triplicating (375 pages) 2.25

**Grain Dealers Journal**

309 So. La Salle St.

Chicago, Ill.

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expressions, printed on policy-  
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**GRAIN DEALERS JOURNAL**

315 So. La Salle St.

Chicago, Ill.



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**ELEVATOR**, warehouse and coal sheds for sale. Clover Leaf Grain Co., Pleasant Bend, O.

**SOUTHWESTERN IOWA**—Three elevators and loading station. Fine territory; no competition. Good opportunity. Address 47X14, Grain Dealers Journal, Chicago, Ill.

**KANSAS**—Elevator, warehouse and coal sheds in Nemaha County for sale; bumper corn crop. \$5,500.00 quick sale. Good coal and feed business. R. L. Steibler, Oneida, Kans.

**N. W. OKLAHOMA** elevator for sale at right price if taken at once; 20,000 bu. capacity; large territory; located at Augusta, on R. I. Address Carmen Grain & Supply Co., Carmen, Okla.

**SOUTHERN INDIANA**—15,000-bushel cribbed elevator on private ground in County Seat town for sale. Good grain, flour and feed business. Address A. H. Richner, Crawfordsville, Ind.

**IOWA ELEVATOR**, pop corn cribs and coal yards for sale; only one in town. About 100 miles east of Sioux City. Doing a good business. Address 47U3, Grain Dealers Journal, Chicago, Ill.

**NEBRASKA**—Two new elevators located on main line of C. B. & Q. R. R., one nine miles and one twelve miles south of Lincoln. Capacity 12,000 and 18,000 bushels. Address Roca Co-op. Grain & Coal Co., Roca, Nebr.

**N. W. INDIANA** elevator for sale, 8,500 bu. capacity, on two railroads, in best corn, wheat, rye and oats country; handle 100,000 bu. annually; town of 500 pop. Price \$6,000.00. This is a good live business. Address 47X30, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS ELEVATORS**—One handling 350,000 bu., \$25,000; one handling 250,000 bu., \$15,000; one handling 150,000 bu., \$12,500; one handling 100,000 bu., \$7,500. Some with no competition, others good competition. Now is the time to buy elevators.  
C. A. Burks, Decatur, Illinois.

## YOU MAY BE MISSING SOMETHING

If you do not read the Wanted and For Sale ads each issue. If you have something to sell or exchange, insert a small advertisement in the "Wanted—For Sale" department of the Grain Dealers Journal, 305 So. LaSalle St., Chicago, Ill.

## CENTRAL ILLINOIS ELEVATOR.

Small one man electric power elevator on both east-west and north-south railroads. Good town handling 800,000 bushels per year. Good competition. Price \$5,000. Fine opportunity for man of limited capital who knows business. Address 47W21, Grain Dealers Journal, Chicago.

**WISCONSIN**—6,000 bushel capacity elevator for sale. Situated in the Holstein center. \$100,000.00 business transacted last year in Dairy, Feed, Grass Seed, Flour, Salt and Grain. All in A1 shape. Situated at Mapleton, Wis. Make me an offer, as I am going to sell. Come and see the property. Calvin J. Jones, R. No. 2, Oconomowoc, Wis.

**OHIO'S BEST AND CLEANEST ELEVATOR.** One of the best grain points in the state. Will sell at less than cost of replacement today. 25,000 bushel capacity, steam power. One other elevator in town. Will handle around 150,000 bushels annually. Good side line business. Good, modern town, 3000 population. For further particulars write Box 459, Hicksville, Ohio.

## ELEVATORS FOR SALE.

**OHIO**—Large country elevator, fine condition, fully equipped, good grain country, large feed and flour exchange business, for sale. Friedley Bros., Carrothers, Ohio.

**KANSAS**—Nearly new, up-to-date, iron covered elevator in eastern Kansas for sale; good business; fine prospects. Address 47V6, Grain Dealers Journal, Chicago, Ill.

**IOWA—THREE** elevators in north central Iowa for sale. All doing good business and in excellent territory. Price right. Write quick. Address 46M4, Grain Dealers Journal, Chicago.

**TWO INDIANA** elevators and implement business for sale; doing good business; electrically operated; located on main line of railroad. Address 47U7, Grain Dealers Journal, Chicago, Ill.

**KANSAS**—Small line nearly new country elevators for sale, ten to twelve thousand bu. capacity, in Kansas wheat belt; singly or all together; possession January 1st. Address 47X13, Grain Dealers Journal, Chicago, Ill.

**WESTERN IOWA—TWO** elevators at adjoining stations handling grain, coal and feed. One man can handle both with helper. Both modern equipment, and big grain stations. Address 46M7, Grain Dealers Journal, Chicago, Ill.

**MISSOURI**—15,000 bu. elevator for sale on Wabash R. R., in good territory; electrically operated; only elevator here; carry all side lines; doing good business. Want to retire. Address 47X16, Grain Dealers Journal, Chicago, Ill.

**ELEVATOR FOR SALE**—If you do not find the elevator you want advertised, place your wants in the "ELEVATORS WANTED" section and you will receive full particulars regarding many desirable properties not yet advertised.

**ILLINOIS 20,000-bu. capacity elevator**, located on C., B. & Q. R.R., for sale. Good coal and feed business in connection, with new feed house and coal storage. Elevator in fine condition and equipped with electric power, 2 dumps, 2 scales. Exceptionally fine location. Only elevator in town. Priced right. Address 47S15, Grain Dealers Journal, Chicago, Ill.

**OKLAHOMA**—Modern, up-to-date, cribbed country elevator for sale, with mill buildings and warehouse in connection, on Frisco lines in Oklahoma in a community that raises strictly wheat. Has big trackage, several lots, and best location in town. Address Hunter Mill Co., Hunter, Okla., for price and information.

**THE SMALL EXPENSE** incurred through the placing of an advertisement in the Grain Dealers Journal is more than compensated for by the results obtained.

**CENTRAL ILLINOIS**—Two up-to-date elevators for sale, in excellent repair, together with residence property, good offices and fine equipment. Elevators are 32,000 and 18,000 bushel capacity, at adjoining stations, in the best grain section of Central Illinois. Handling from 350,000 to 400,000 bushels of grain annually, also side lines. Large territories and best of competition. Dissolving partnership and remaining partner cannot handle both plants, so will sell one or both plants or would consider new partnership with right party. This is an exceptional opportunity for some one. In order to make a prompt deal we have priced these elevators at what one of them is worth—\$25,000.00. Address 47W1, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS FOR SALE.

**KANSAS** elevator, in best wheat belt, for sale; 15,000 bushel house. Crops in fine condition. \$3,000 quick sale. Address 47J28, Grain Dealers Journal, Chicago, Ill.

## CENTRAL ILLINOIS ELEVATOR.

100,000 bushel house in good town handling 1,000,000 bushels per year, one competitor. 50,000 bushels ear corn storage. Big ear corn station. This looks like the year to put away ear corn. There is no better country point in the grain belt. Can give quick possession. Address 47W22, Grain Dealers Journal, Chicago, Ill.

## SALE AT AUCTION.

Two elevators and store room, located at Daleville, Ind., on Big Four R. R., handling grain, feed and coal; no competition; business has been established and continuously operated for past 50 years by J. P. Shoemaker, deceased; has always been a money maker. To close estate, property will be sold at public auction at noon, Tuesday, December 20, 1921.

Mary Alice Shoemaker, Executrix.

## ELEVATOR FOR SALE OR RENT.

**IOWA** cribbed (ironclad) elevator for sale or rent, 16,000 bu. capacity, located at LeMars, on C., St. P., M. & O. with free switching to I. C. Ry. Well equipped; gasoline power. 5,000 bu. corn cribs adjoining. F. A. Post, LeMars, Iowa.

**MINNESOTA** elevator of 25,000 bushels capacity for sale or rent. Located on C. M. & St. P. Ry. Coal and Feed business in connection. Address J. J. Dobie, Mapleton, Minn. 46A13.

## ELEVATORS WANTED.

**WANTED**—You to derive the benefit of our Want Ads. Try them once and be convinced.

**WANTED FOR CASH**—Elevator priced right, with good business; W. Indiana preferred. Money maker considered. Box 74, Upland, Ind.

**TO EXCHANGE**—Equity in improved 80 acre farm in Brown Co., Kansas, for elevator in Northeast Kansas. State price and capacity. Address Box 44, Powhattan, Kansas.

**INDIANA**—Central or northern, elevator of ten or fifteen thousand bu. capacity wanted to rent with privilege of buying. Address 47V12, Grain Dealers Journal, Chicago, Ill.

**WANT TO BUY** grain elevator with good side lines, especially lumber. Must be modern and near Catholic church. Prefer leasing with buying privilege. Address 47X24, Grain Dealers Journal, Chicago, Ill.

**TO EXCHANGE**—Equity in well-improved 100 acre farm in Wayne Co., Iowa, for good country elevator. State value of elevator and capacity. Address 47V28, Grain Dealers Journal, Chicago, Ill.

## MILLS FOR SALE.

**WISCONSIN** feed mill and feed business for sale, in the best dairy section of the central part of the state. Address F. Brayback, Auburndale, Wis.

## OFFICE APPLIANCES.

**SAFES**—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.



ELEVATOR BROKERS.

JOHN A. RICE                      ELMER N. SMITH  
Elevator Brokers, Frankfort, Indiana.

WANT TO HEAR from owner having elevator or other business for sale. State cash price and particulars. John J. Black, 57th St., Chippewa Falls, Wisconsin.

ELEVATORS.

If you want to buy or sell an elevator write Olson Brokerage Co., Oklahoma City, Okla.

CLAYBAUGH-McCOMAS  
Offices

Frankfort, Ind.                      Indianapolis, Ind.  
223 B. of T. Bldg.                      601 Board of Trade.  
If you want to buy, sell or trade an elevator write us at either address.

ALWAYS HAVE ELEVATORS For Sale in the Grain Belt of Illinois and Eastern Indiana. If you are in the market write me fully and I will try to satisfy you.  
JAMES M. MAGUIRE,  
432 Postal Tel. Bldg., Chicago, Ill

BUSINESS OPPORTUNITIES.

"OPPORTUNITY KNOCKS BUT ONCE." Read the "Business Opportunities" offered in this issue.

WILL BUY an interest in good country elevator or small mill if can have management of the business. Address 47W7, Grain Dealers Journal, Chicago, Ill.

PART INTEREST for sale in well established firm engaged in the construction of concrete elevators. For particulars address 47V30, Grain Dealers Journal, Chicago, Ill.

WANT TO HEAR from party who has land to trade for a Central Illinois elevator. Land must be in Illinois, Indiana or Iowa. Answer quick. Will sell for cash if preferred. Address 47W11, Grain Dealers Journal, Chicago, Ill.

INDIANA mill and elevator for sale. A real business chance. Would rather sell one-half interest to live elevator man and let him manage plant. Have other business to look after, reason for selling. Address 47U15, Grain Dealers Journal, Chicago, Ill.

WILL SELL HALF INTEREST in my elevator and feed business, located in one of the best farming districts in Indiana. Want to branch out and need more capital and an active partner, one as essential as the other. One of the best paying propositions you will find. This will bear the closest investigation. Address 47X10, Grain Dealers Journal, Chicago, Ill.

DYNAMOS—MOTORS.

WAGNER—One 20 h.p. single phase, 60 cycle, 220 volt, 1100 r.p.m. Motor in A-1 condition. For full details and prices write O. A. Talbott & Co., Laclede, Mo.

MACHINES FOR SALE.

GREAT WESTERN ROLLER MILL, 2 pair high, 9x18, for sale at a bargain. Farmers Mill & Grain Co., El Reno, Okla.

ATTRITION MILL—New, large, motor driven. Two used three pair high rolls. One truck and wagon dump. Box 74, Upland, Ind.

BOSS CAR LOADERS for sale; several No. 8; good as new; complete, ready to install. Address A. H. Richner, Crawfordsville, Ind.

SCIENTIFIC FEED GRINDER for sale; No. 30, new; 20 to 30 bushels capacity; \$30.00 f. o. b. Sidney. Address J. G. Troester, 518 Brooklyn ave., Sidney, Ohio.

WE HAVE for sale a new electric driven attrition mill, never installed account selling elevator after mill bought.  
Kinsey Bros., North Manchester, Ind.

NO. O VICTOR CORN SHELLER & CLEANER combined for sale at bargain price; slightly used, good condition. Address Breese Grain Company, Breese, Ill.

J. L. OWENS CLEANER for sale; new Dual No. 50, with complete set of sieves for cleaning wheat, oats, barley, corn and flax. Will sell cheap. Address Schultz Bros., Wentworth, S. D.

DURABLE WIRE ROPE for sale, for car shovels; cast or plow steel. Manila rope, buckets and everything in elevator supplies.  
PULLEYS—1,000—for sale. ALL sizes, solid cast iron, wood and steel split. Standard Mill Supply Co., Kansas City, Mo.

1 Boss Car Loader, in good condition.  
1 Hoppes Water Heater, nearly new.  
1 Water Supply Tank, in good condition.  
800 ft. 1 1/4 inch Manila Transmission Rope, slightly used.  
Have installed electric equipment.  
The Fletcher Grain & Supply Co., Fletcher, O.

BOWSHER GRINDERS  
FOR SALE CHEAP.

One No. 7.....	\$40.00
One No. 8.....	50.00
One No. 9.....	60.00
One No. 10.....	70.00

All in good order with new grinding plates.  
CRABBS REYNOLDS TAYLOR CO.,  
Crawfordsville, Indiana.

REAL BARGAINS.

Prompt Attention.                      Quick Shipments.  
When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.  
Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, melasses, stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.  
Write us without delay.  
Geo. J. Noth, Mgr.,  
9 S. Clinton St.                      Chicago, Ill.

MACHINES FOR SALE.

NORDYKE & MARMON ROLLS for sale; two pair 10x42; rolls slightly dull and now at Nordyke & Marmon plant at Indianapolis; have never been ground; full caliper; half price for quick sale. Write for particulars. Edgar-Morgan Company, Memphis, Tenn.

MOISTURE TESTERS for sale; two (two compartment) Brown-Duvel, one alcohol and one electric heated. One has never been used, the other used five times. Also one Seed Trade Buro four-in-one percentage scale for testing grain. All in excellent condition. Half price for quick sale. Fayette Grain Co., Connersville, Ind.

MACHINES WANTED.

ATTRITION MILL wanted; belt driven; double head. C. C. Shira, Sidney, Ind.

BLEACHER or sulphuring plant wanted. Must be in first class condition. State capacity, how long used, price, manufacturer's name and full particulars. Address 47V23, Grain Dealers Journal, Chicago, Ill.

STEAM ENGINE FOR SALE.

BARGAIN FOR QUICK SALE.  
One 65 h.p. Center Crank Steam Engine with 80 h.p. High Pressure Boiler (new). Also Double Cylinder Snow Pump and all pipe connections, in first class condition. Write Farmers Union Co-op. Ass'n, Maple Hill, Kansas.

OIL AND GAS ENGINES.

KEROSENE ENGINE FOR SALE—We are able to get electric power, so we offer our 25 h.p. Fairbanks-Morse kerosene engine for sale; cost \$1,500 1 year ago; good as new. Will sell at a big sacrifice. First good offer takes it. Woodland Farmers Co-op. Elevator, Woodland, Ill.

FAIRBANKS-MORSE—One 32 h.p. kerosene or crude oil, electric light type. One 12 h.p. kerosene or gasoline fuel. The above engines are in good shape with fuel tanks. Write for detailed descriptions and prices. O. A. Talbott & Co., Laclede, Mo.

ENGINE WANTED.

WE ARE in the market for a good used 10 h.p. gas or oil engine, Fairbanks preferred. Address Gessie Grain Co., Gessie, Ind.

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

BAGS—BAGGING—BURLAP.

BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.  
WM. ROSS & CO., 409 N. Peoria St., Chicago.

CAREY-IZED SALT—A BETTER SALT FOR EVERY PURPOSE



Let us quote you on a car assorted to meet your requirements.

OMAHA NEB.  
No. 4. Grain Exchange

THE CAREY SALT CO.

HUTCHINSON, KANS.  
No. 4. Carey Bldg.



## PARTNERS WANTED.

**WILL SELL HALF INTEREST** in my elevator and feed business, located in one of the best farming districts in Indiana. Want to branch out and need more capital and an active partner, one as essential as the other. One of the best paying propositions you will find. This will bear the closest investigation. Address 47X11, Grain Dealers Journal, Chicago, Ill.

## SITUATIONS WANTED.

**EXPERIENCED** grain man wants position as manager of branch office or as solicitor. All references. Address 47W25, Grain Dealers Journal, Chicago, Ill.

**SITUATION WANTED** in country elevator by a married man; 12 years' exp., 9 years supt. terminal elvtr.; first class references. Address 47X4, Grain Dealers Journal, Chicago, Ill.

**MANAGER**—14 years' experience, married, 39 years old, wants position as mgr. Farmers Elvtr. Co. with good business. Have clean record. Address 47X21, Grain Dealers Journal, Chicago.

**MANAGER** with 15 years' experience, well known by the grain trade, wants position as manager of Farmers Elevator; age 38; best references. Address L. Box 164, Paxton, Ill.

**MANAGER** with 10 years' experience wants position as manager of Farmers or Line Company; 40 years old; best of references; Iowa preferred. Address 47X22, Grain Dealers Journal, Chicago.

**MANAGER** with 18 years' experience handling grain and various side lines, expert accountant, desires position after January 1st as manager or solicitor. Address 47X9, Grain Dealers Journal, Chicago, Ill.

**MANAGER** with 6 years' experience wants to take full charge of small elevator or as second man in larger elevator; married, 35 years old. Can give good references. Address J. R. Breese, 135 Canal st., Michigan City, Ind.

**EXPERIENCED OFFICE EXECUTIVE** and accountant considering making change. Married. University education. Now connected with grain, feed and flour business. Address 47W16, Grain Dealers Journal, Chicago.

**AS MANAGER** of Farmers elevator. Experience: 6 years grain bus., 4 years as asst mgr. of 3-house elevator line; high school education; two years in army; 25 years old. Can furnish references. Address 47X2, Grain Dealers Journal, Chicago.

**SITUATION WANTED:** A man who has enough push to advertise his services in a high class trade journal is the kind you want. Look 'em over. You will find a competent manager, a reliable grain buyer, or a qualified and efficient traveling solicitor.

**ENGAGEMENT DESIRED** with high grade concern. Have many years' experience track and country buying, F. O. B. and C. I. F. selling. Have active foreign correspondents now. Highest references. Address 47X8, Grain Dealers Journal, Chicago, Ill.

## BUCKWHEAT.

**I AM IN THE CENTER** of the buckwheat section. Send your orders to J. C. Boyd, Guys Mills, Pa.

## SCALES FOR SALE.

**SECOND HAND SCALES** for sale of any make, size, or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

**FAIRBANKS AUTOMATIC SCALE** for sale. We purchased this scale 4 years ago and never uncrated same, and it now is for sale at a bargain. There is a railroad track scale here and we can use the track scale. Farmer's Grain, Fuel & Supply Co., Macomb, Ill.

**AN ILLINOIS** elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

## BARGAIN SALE ON SHELF-WORN BOOKS.

These books are slightly soiled and shelf worn. To clear out these books promptly we are offering them at greatly reduced prices.

**One No. 4, Grain Storage Receipts.** This book contains 47 blanks for storing grain and 47 stubs for recording the amount stored. Order Form 04. Price 35 cents.

**One No. 3SN, Shipping Notices.** This book is exactly the same as those above, but covers are marked from being used as printer's copy. Order Form 39SN. Price 40 cents.

**Two No. 222Co, Orders for Cars.** These books contain 50 blanks in duplicate for ordering cars in writing from station agent. Carbon copy enables you to keep record of cars ordered. Books are worn from salesmen's usage. Order Form 2222 Co. Price 40 cents each.

**Two No. 3SN, Shipping Notices.** These books contain 50 shipping notices in duplicate with two sheets of carbon. Fill one and send with each bill of lading and help your receiver handle your cars correctly. Above books are soiled and shelf worn. Order Form 03SN. Price 50 cents each.

**One Clark's Grain Tables,** for wagon loads, reduces pounds to bushels from 100 to 4090 lbs. at the following weights per bu.: 32, 33, 35, 45, 48, 50, 56, 60, 70, 72, 75 and 80. All the tables are contained in one book. Order Form 8032 S. W. Price 40 cents.

**One No. 89SWC, Shippers Certificate of Weight.** This form is to be filled in by shipper and certifies that he loaded the car with whatever weight he put into it. On back of each certificate is space for recording the weight of each draught. 75 blanks in duplicate in book, with three sheets of carbon. Book is slightly worn. Order Form 899SWC. Price 70 cents.

**Three No. 6CB, Purchase and Sale Confirmation Blanks.** These books contain 50 confirmation blanks in triplicate and three sheets of dual faced carbon. Fill in all particulars of your agreement, send two copies of it to the other party. He signs and returns one and keeps the other, thus having a perfect understanding regarding the deal. These books are shelf worn from being used as samples. Order Form 06CB. Price 60 cents each.

**GRAIN DEALERS JOURNAL.**  
309 South La Salle St., Chicago, Ill.

## Helpful Books

FOR

## Carlot Grain Handlers

**Clark's Fractional Values:** This table is on heavy cardboard. Size 9½x11 inches, showing the value of any quantity from 1 to 50,000 bushels, at ¼, ⅓, ½, ⅔, ¾ and ⅞ cents. The amount of bushels is shown in red and the value in black. They are the most conveniently arranged tables for showing fractional values or bushels. Price 25 cents.

**Clark's Freight Tables:** Show the freight rate per bushel from a given rate per hundred pounds, when the rate is from 2 to 50½ cents per hundred pounds, by one-half cent rises. The table is printed in two colors on heavy bristol board, size 7x9 inches, and may be used for determining the freight per bushel of 60, 56, 48 and 32 pounds. Price 25 cents.

**Baugh's Grain Export Calculation Tables** is a new book published to overcome the inadequacy of existing tables in these days of wide fluctuations in commodity prices and exchange rates. Book is arranged by commodities, wheat, corn, oats, rye, barley, peas and oil cake, each section covering all the countries involved. Book is well printed on ledger paper, having 104 pages, bound in flexible leather. Price \$15.00.

**Purchase & Sale Contracts** is a new book, designed to meet an ever increasing demand for a record which will enable the dealer to balance his purchases and sales contracts to determine instantly whether he is long or short. Left hand purchase page column headings are: Date, From Whom Bot, Bushels, Grade, Delivery, Price, By Whom, How and Remarks. Right hand sales page column headings are: Date, To Whom, Bushels, Grade, Shipments, Price, By Whom, How and Remarks. Book contains 80 double pages, size 8½x14 inches, ruled and printed on heavy ledger paper and well bound in heavy canvas. Order Form 18 P&S. Price \$2.75.

**Clark's Decimal Grain Values:** Saves time and money and prevents errors. It shows at a glance, or with simple addition, the cost of any quantity of grain from 10 to 100,000 pounds at any given market price and reduces pounds to bushels on the same page. Values are shown directly from pounds without reducing to bushels. Pounds shown in red figures and values in black; price being given at top and bottom of each page. Prices for oats range from 10 cents to 79 cents a bushel; for corn, rye and flaxseed, 10 cents to \$1.09 per bushel; for wheat, clover, peas and potatoes, 30 cents to \$1.59 per bushel; for barley and buckwheat, 20 cents to \$1.49 per bushel. Order Form No. 36. Price \$6.00.

**Use Universal Grain Code and Reduce Your Telegraph Tolls.**

**GRAIN DEALERS JOURNAL,**  
305 So. LaSalle St., Chicago, Ill.

Since 1893  
28 Years  
Manufacturers  
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## COLUMBIA MOTOR TRUCK SCALES Are the BEST—"SAVE REPAIR BILLS"

Because they are easy to build, simple in construction, well made and retain their accuracy longer than any scale on the market. COLUMBIA SCALES are being used by practically every feed, coal, ice and material dealer in Chicago. THERE MUST BE A GOOD REASON.

Telephone Albany 4  
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## COLUMBIA SCALE COMPANY

F. Beuckman & Son, Props.

CHICAGO, ILLINOIS

Save money and send for list of our guaranteed rebuilt scales. All makes and capacities. Tell us what you want. Let us repair your scales—any make. We also carry parts. Finest equipment for scale work in Chicago.



## The Proper Christmas Present

for your business or a  
Brother Grain Dealer  
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Bound in Leather, with  
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Price \$3.25, prepaid.

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315 South La Salle Street  
CHICAGO, ILL.

**The Mangelsdorf Seed Co.**  
Sweet Clover, Alfalfa,  
Soudan Grass, Millet, Rape.  
ATCHISON KANSAS

**THE  
ILLINOIS SEED CO.**  
CHICAGO, ILL.

**WE BUY AND SELL  
Field Seeds**

Ask for Prices  
Mail Samples for Bids

## Field and Grass Seed Trade Directory

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Wm. E. Busgers & Co., European fancy natural gr. sds.  
ATCHISON, KANS.  
Mangelsdorf Seed Co., The, wholesale seeds.  
BALTIMORE, MD.  
Wm. G. Scarlett & Co., wholesale seed merchants.  
BUFFALO, N. Y.  
Stanford Seed Co., Inc., The, wholesale field seeds.  
Whitney-Eckstein Seed Co., wholesale seeds.  
CHICAGO, ILL.  
Dickinson Co., The Albert, seeds.  
Illinois Seed Co., The, grass and field seeds.  
CINCINNATI, OHIO.  
McCullough's Sons, The J. M., field and garden seeds.  
CONCORDIA, KANS.  
Bowman Bros. Seed Co., field seeds.  
COUNCIL BLUFFS, IOWA.  
Ouren Seed Co., wholesale seeds and grain.  
CRAWFORDSVILLE, IND.  
Crabbs Reynolds Taylor Co., grass and field seeds.  
Crawfordsville Seed Co., seed merchants.  
ELKHART, KANS.  
Muncy & Carson, grain and seeds.  
KANSAS CITY, MO.  
Peppard Seed Co., J. G., wholesale seeds.  
Tobin Seed Co., alfalfa—bluegrass.  
LOUISVILLE, KY.  
Hardin, Hamilton & Lewman, grain & field seeds.  
Louisville Seed Co., clover & grasses.  
MERIDIAN, MISS.  
Kimbrough Mitchell Seed Co., Southern seeds.  
MILWAUKEE, WIS.  
Courteen Seed Co., field seeds.  
North American Seed Co., wholesale grass & field seeds.  
MINNEAPOLIS, MINN.  
Dickinson Co., The Albert, seeds.  
NEW YORK, N. Y.  
Julius Loewith, Inc., grass & field seeds.  
Nungesser-Dickinson Seed Co., wholesale seed merchants.  
PHILADELPHIA, PA.  
Philadelphia Seed Co., Inc., The, wholesale field seeds.  
ST. JOSEPH, MO.  
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Mangelsdorf, Ed. F. & Bro., wholesale field seeds.  
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SIOUX FALLS, S. D.  
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TOLEDO, OHIO.  
Churchill Grain & Seed Co., field seed, pop corn.  
Flower Co., The S. W., seed merchants.  
Hirsch, Henry, wholesale field seed.  
Toledo Field Seed Co., The, clover, timothy.

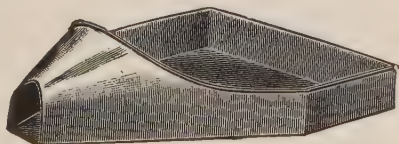
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Grain Dealers Journal, 309 S. La Salle St., Chicago, Ill.

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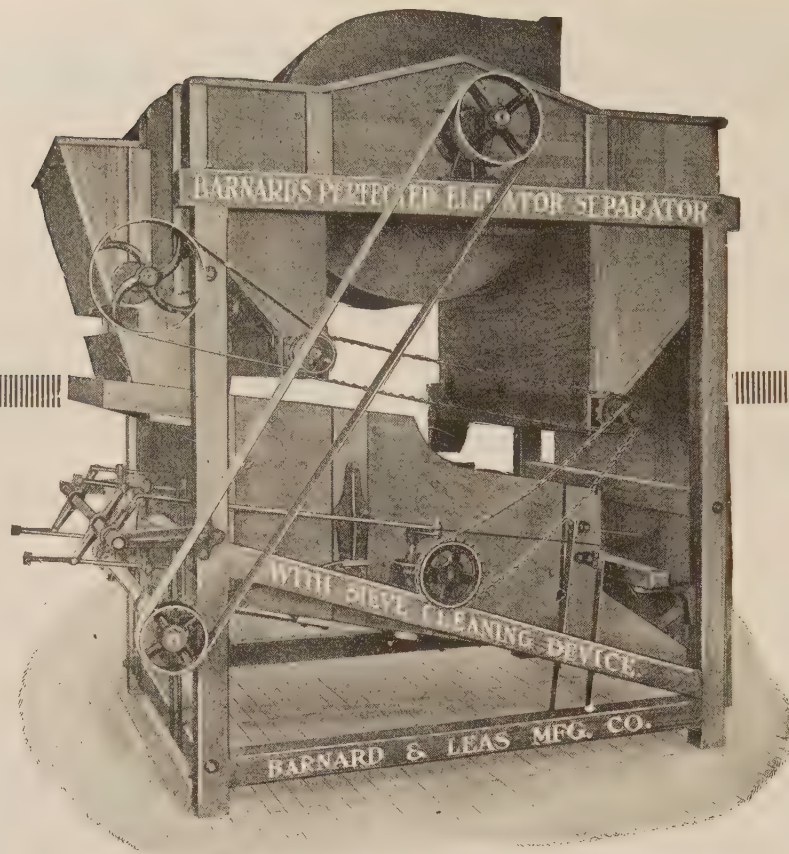
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## GRAIN DEALERS JOURNAL

309 So. LaSalle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

**SUBSCRIPTION RATES** to United States, semi-monthly, one year, cash with order, \$2.00; two years, \$3.60; three years, \$5.00; single copy, 15c.

To Foreign Countries within the Postal Union prepaid, one year, \$3.25; to Canada and Mexico, \$2.75.

**THE ADVERTISING** value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, NOVEMBER 25, 1921

IF the world does not come to an end too quickly there may yet be a reduction in freight rates.

**THE PROMPT** forwarding of Account Sales develops a willing shipper while delayed A/S forces him to try some else.

**CORRECTING** the known fire hazards of grain elevators has not only greatly reduced the fire insurance cost of many owners, but has saved them from heavy losses. Try it.

**SAD** to relate Congress adjourned without repealing the Adamson 8-hour law. Evidently the shippers of the country did not protest vigorously enough to gain recognition at Washington.

**COUNTRY** merchants in Minnesota and Kansas are accepting corn on the cob as legal tender for merchandise. If rail carriers would accept it for transportation they would soon have all their idle cars converted into corn cribs.

**A FEW DEALERS** who have faith in the future value of corn are preparing to build long cribs and store the cheap commodity, in the hope of realizing a much higher price for the grain next year. Few cribs ever lost large money, but many have realized large earnings from their speculations; and with present prices so low little room is left for further decline. A Russian scientist bearing the name of Professor Michelson, insists that the world is sure to have a 35-year dry period and that from 1921 to 1925 it will have much hot weather, poor harvests and famine.

**FREIGHT** rates and wages of railway employes must come down if the farmers are to continue producing grain for market. Thousands of tenants have already deserted their farms and are seeking profitable employment. High wages and low prices of their products in central markets destroyed their buying power.

**GRAIN STORAGE** tanks on the farm especially if fire proof are to be commended but country grain buyers should warn their farmer patrons against building unventilated bins more than ten feet in diameter. Small grain stored long in large bulk often heats and makes much trouble for handlers as well as loss for the owner.

**NORTH DAKOTA'S** new governor in his inaugural address has promised to complete the large concrete elevator and mill which the state had under construction at Grand Forks, but no more will be started. None of the socialistic ventures of the Non-Partisan League have proved a success, so the state will abandon the field in favor of private enterprise as soon as practicable.

**DOCKAGE** is the shipper's own fault. If he would clean his grain thoroughly before putting it into a car his shipments would not be subject to dockage for dirt and foreign matter and he would not be put to the needless expense of paying freight on the dockage. Clean grain is always more desirable as well as more profitable, because it does not heat when delayed in transit.

**CARBON BISULPHIDE** is being recommended by the Southwestern Millers League to the farmers in the hope that they will fumigate their bins and all grain brot to market, thereby reducing the destruction of wheat by these pests. Unless both handlers and growers make more of an effort to exterminate these insects more good grain will be sacrificed to them next year than has been this. All storage bins should be thoroly cleaned, fumigated and kept clean.

**COUNTY AGENT** Clarence Pickard of Humbolt county, Iowa, after buying several carloads of binder twine for cardoor distribution to wealthy farmers stopped the practice, because it drove the local merchants out of those lines and made it doubly difficult and expensive for the less prosperous farmers to obtain these supplies when needed. Mr. Pickard now admits that the regular established dealer performs an indispensable service which must be paid for by some one. Not only does the local dealer perform a real service in buying desirable supplies for the farmer and holding them in his own warehouse until the farmers want them, but he assumes all the hazards of ownership and must be encouraged if he is to continue to render the service. Farmers who prefer merchandising to farming should trade their farms for grain elevators, but if they do, they will soon find the business absorbing all their time, strength and energy. It is possible they would profit more largely from farming if they confined themselves to the problems of production. The county agents have led them far astray from their real difficulties.

**A STATISTICIAN** has figured it out and says that one person in thirty in the United States is a public "servant." Probably he meant public "employee," because the dictionary defines "servant" as "one who serves." And surely, if he counted the county agents, he does not mean "servant."

**DOCKING** for dirt and foreign matter contained in grain often rouses the ire of the producer, who overlooks his own opportunity to remove it before grain leaves his farm. No one can afford to pay grain prices for trash. Well cleaned grain is always more desirable because it will grade higher and keep better. When country buyers discriminate sharply against the dirt farmers will cease bringing it to market.

**"THE FEDERAL TRADE COMMISSION** is not made a censor of commercial morals generally" is a sentiment uttered by Judge Ward in the United States Court recently in deciding against that galaxy of busybodies in their attempt to interfere with the business of the Winsted Hosiery Co., that will be echoed by merchants everywhere. The court held it was not within the province of the F.T.C. to forbid the use of a label that might be misleading.

**BAG HANDLING** of grain in the Pacific Northwest and on the Pacific Coast is gradually giving way to the more efficient and economical method of handling in bulk thru grain elevators. The recent shipment of a cargo of bulk wheat from Seattle marks one more step on the road of progress and altho the antiquated method continues its hold tenaciously it is surely passing. Soon bag handling there will be but a memory as it is in other sections of the country.

**FORWARDING** shipments of grain to interior points without the consent of the shipper is not permitted by the rules of organizations that have legislated on the subject. It is not right that the shipper of the grain should be required or expected to guarantee the grade to unknown destinations; but to avoid controversies on the point dealers should make their contracts more explicit so that the place where inspection and weights are to be determined will be clearly stipulated.

**WEIGHTS** at point of origin are always the best evidence of the amount of grain loaded into a car. Destination weights never take precedence over shipper's weights except when so contracted, guaranteed or required by the custom. As against the carriers, shippers have strenuously and successfully contended for shipper's weights as being conclusive, and it is regrettable that an arbitration com'tee of the G. D. N. A., as fully reported elsewhere in this number of the Journal should have chosen to hold that when no weight is specified the weight given by an Ohio shipper of good standing should be ignored in favor of a weight at a little interior village in southeastern Pennsylvania. Unless shippers are constantly on guard buyers will compel them to guarantee both weights and condition to any unnamed interior town having nothing better than wagon scales. The com'tee's doctrine that destination weights, per se, are the best, can not be accepted by the trade.



A DECISION by the Supreme Court that the Future Trading Law is unconstitutional *would* be a sad blow to those who expect to get comfortable jobs overseeing its enforcement. However, let them cheer up; the railroads may want more section hands when spring work opens.

CHATTEL mortgages on tenant's crop are not enforceable against grain dealers unless the landlord can prove by more than circumstantial evidence that the grain delivered by the farmer was in fact grown on land described in the mortgage, is the decision of the Supreme Court of North Dakota reported fully elsewhere in this number of the Journal. Before paying a careless landlord twice for grain bought of a crooked tenant the dealer should make inquiry as to whether the landlord is prepared to prove where the grain originated.

HANGING seals to car lock hamper gives no protection to car's contents from thieves, as they do not find it necessary to break a seal in order to gain admission. In "Letters" this number is given a fotograf of a bunch of unapplied seals taken from cars arriving in St. Louis recently. This may explain some of your heavy losses. Shippers who are anxious to protect their property seal cars tight with their own private seals and keep a record of all seals applied to each car. A comparison of their own seal record with the record of seals on car when it arrived at destination will prove if car was broken open in transit.

CLIFFORD THORNE, chief counsel and advisor of many farm organizations, including the U. S. Grain Growers, Inc., is determined to secure the admission of organizations of growers to membership in the grain exchanges even tho they are unwilling to abide by all the rules governing other members of the exchanges, but when they apply for membership in his pet U. S. G. G., Inc., he bars them from any voice in its management or right to investigate its work. His faith in the fairness of the grain exchanges seems to be hidden by his unwillingness to permit the U. S. G. G., Inc., to give holders of the preferred stock any voice in the business of the company.

THERE never was and never will be a sane American argument favoring formation of legislative "blocs" to further sectional or class legislation. Nevertheless, an agricultural "bloc" was formed in congress some months ago and it has been active in support of legislation believed to be of help to farmers in utter disregard of the rest of the nation. Now comes another "bloc," according to reports which predict concerted effort on the part of representatives and senators from eastern districts to oppose the St. Lawrence Deep Waterway project in the next session of congress. Without going into the St. Lawrence matter, which is one that should be decided on its merits, it has been hailed by many interests in the middle west as a project that will be of benefit to farmers. If it is, and if it is defeated by the eastern "bloc," farmers will have to blame only their own "bloc" which set the pace for this unAmerican form of government within government.

IMPROVEMENTS and repairs to grain elevators have been postponed from time to time since the war closed for various reasons until the need for extensive repairs is greater than ever. The unusually large number of fires occurring in country elevators recently emphasizes the pressing need for careful overhauling and the many enquiries now coming to the contractors of recognized ability show that elevator owners are convinced of the folly of further delay. All indications point to great activity in elevator building during 1922.

HOBOS are rather numerous animals and with the coming of cold weather they can be expected to make free use of box cars for sleeping quarters. And there never lived a hobo who is too conscientious to build a fire on the floor of a car to make his resting place more comfortable. The number of elevators burned by fires started in this way is large and more such fires may be expected to occur in the future. The grain dealers only safety lies in closing and locking securely the doors of all cars, and when it is possible to do so he should move the cars away from the plant before going home in the evening.

THE METRIC SYSTEM will become the standard of weights and measures for the United States unless the champions of common sense are more vigorous and assert their convictions more emphatically. The Senate Committee has been giving extensive hearings on the advantages of this system to the representatives of pharmaceutical and chemical organizations, but the grain and coal handlers of the land have not been called upon. When the order comes to scrap their present scales and measures they may yawn and swear a little, but it will be too late. Now is the time to express your convictions to your representatives in congress.

LIGHTNING is the cause of many elevator fires, even in months when we ordinarily consider the lightning hazard of the least consequence. Lightning is also lazy; it never does unnecessary work in getting to the places of its destination—the earth. Scientists describe this laziness by saying that lightning seeks and follows the path of least resistance, and if a building is equipped to offer an easy path the current is quite likely to follow that course. That's why lightning rods give protection, and it also explains the value of iron roofing and siding, connected at the eaves and grounded. It's when the passage of the current is resisted that it starts fires.

MINNESOTA operators of country elevators, who store grain for growers are being enmeshed by so much red tape issued by the state Railroad and Warehouse Commission that all will soon refuse to store any grain for others. Their own grain, bought from growers, must have first call on all the storage space at their command, and no one can force them to build extra bins for the accommodation of speculators, who prefer to store and hold their crops. If the farmer insists upon speculating in his own crops that is his right, but he will be much better off to store on farm out of sight. This will diminish the depressing influence of his holdings on the market.

## An Admission of Gross Ignorance.

The president of an "investment company" in a middle western city has rushed into the public print with a letter addressed to the senator from his district, urging that congress "act quickly and do something to stabilize the price of grain."

An incident of this kind would be altogether humorous and laughable if it were not for the harmful effect of such idiotic expressions on those others of our citizenry who, weak of mind like the president of the investment company, are extremely desirous that somebody "do something" to forestall the effects of the meddling that has already taken place in the machinery of world economics. When the gentleman refers to the "stabilization" of grain prices it would seem that he must have in mind something that would amount to an effort to set aside the working of natural laws. Those not quite so weak of mind as the senator's constituent know this to be impossible, but the mere advocacy of such a course is so dangerous that all the humor of the situation is lost.

It is surprising that the president of the investment company did not instruct his senator in the exact things congress should do. Surely one who is able to sense the need for stabilization of grain prices can propose an effective plan for the stabilization itself; and if one be able to do that it is an injustice to impose the additional burden on already overworked congressmen. Moreover, some of those congressmen are willing to admit out of the wisdom of experience acquired since Aug. 10, 1917, that they are not equal to the task.

If the president of the investment company will examine the recent history of the United States of America he will find that we attempted on Aug. 10, 1917, the very thing he advocates now. That is, we enacted a Food Control Law and under its powers stabilization was attempted. And, if the gentleman does not know it now before beginning his study, he will very soon learn that our failure is one of the most colossal failures of history.

There has been too much of this communistic, socialistic buncombe in recent times. Let us get away from it, return to a sound mode of thinking and acting, recognizing the manifestation of the working of economic laws for just what they are; and set about to conform to those laws. We cannot permanently impede their operation, and even if we succeed in diverting their influences temporarily it is but to produce an accumulation of those influences. The ultimate effect is not evaded.

That is one of the reasons for present low prices of grain. Over a long period of time there will inevitably result an approximate degree of balance between good business and bad business, prosperity and depression, high prices and low prices. We had our era of high grain prices during the war, values going far above both the average and the normal lines. It is inevitable that there must be a corresponding area below the lines to offset that which was marked out above them, and we are now in the process of that area's formation.

"Stabilization" is impossible because human genius does not have power to repeal natural



laws. The best we can do is to attempt to understand them and proceed with our affairs along the lines we deem best in the light of that understanding. But certainly we should not fly in the face of those laws when a little ordinary sense is sufficient to prove to us that we will suffer in the end.

## Transportation Charges Must Be Reduced.

Present transportation charges on all commodities are so extortionate as almost to strangle business. Much grain, hay and seed cannot be marketed in the West because after paying the high transportation charges nothing is left for the producer. In some cases not enough is left to pay for hauling to town.

A farmer living near Culbertson, Nebr., complained of the high cost of farm wagons and the small returns from his corn. Upon investigation it develops that the freight on corn from Culbertson to Chicago, including the war tax, amounted to 12c a bushel more than had been paid in 1914, while the freight on his wagon from Moline to his station was \$11.40 more than in 1914. Inasmuch as it took 650 bushels of corn to pay for the wagon, the freight on getting this to Chicago was \$78.00, so the farmer had to pay \$89.40 freight in order to complete the exchange of corn for the wagon.

While such extortion might delight Mr. McAdoo, it surely puts a serious damper on the production of more corn. If transportation charges drive the producer from the farm he will be forced to seek employment in the cities or on the railroads.

## Misquoting Freight Rates.

When a grain dealer desires to quote a price f.o.b. a point not covered in the tariffs in his files he does the natural thing and asks his railroad agent to quote the rate in effect. When he gets the quotation his price is based on it.

If it develops later that the quoted rate was not correct the railroad promptly disregards the figure named by its agent and proceeds to collect the rate named in published tariffs; and if that rate happens to be higher than the one named in the beginning the grain dealer suffers a loss. He has no recourse on the carrier for the misquotation, and for this reason the mistake of the railroad agent is charged to the shipper and not to the carrier. It is true that the law provides a fine of \$250 for conviction of quoting an erroneous rate, but if the fine is assessed it accrues to the government and not to the injured dealer.

All of this is a matter of law and interpretation of law, but it is neither common sense nor common justice. In ordinary business practice the dealer whose clerk makes a mistake in naming the price of an article expects to foot the bill. It is not the customer's fault that he was not asked to pay the right amount and there is no reason why he should be penalized for the error. The clerk may be asked to make good the loss out of his own pocket, or the dealer may discharge the clerk and get one who is competent; but he does not attempt to force his customers to pay for his employee's lack of knowledge or his downright carelessness.

In this respect the transportation laws and practices need revision to the basis of common sense and common justice. Let the carrier be fined, if that be desirable, for perhaps it will induce an effort to obtain proficiency in its employees; but above this, make it possible for the injured shipper to collect reparation for the amount of his loss.

One difficulty in our country today is the existence of too much law on practically every subject under the sun, but so long as too many laws are on the statute books the only way to obtain relief is to attempt to have them amended in a sane and sensible manner. Therefore, the need in this case at the moment is an amendment to transportation laws empowering commissions to order carriers to reimburse shippers when freight has been assessed on the basis of legal rates higher than quoted rates. Make them pay for their mistakes and the mistakes themselves will gradually become fewer in number.

## Extremes.

In her effort to find the middle course nature must obey her own laws, and these make it necessary that the force applied to overcome any tendency be somewhat greater than the force exerted by the tendency itself. This results in a movement in the opposite direction that carries beyond the middle ground and there is set up a never ending struggle. Nature has her end ever in view, but it is not accomplished except by the cessation of all movement. So long as there is action there will be reaction and the medium will be passed but never followed. The pendulum only holds to the middle of its arc when it is inactive.

Human observation of this constant struggle has given birth to an expression that one extreme follows another. It is our method of stating a natural law and we see its operation evidenced in all our affairs, individual, political and business. Sorrow follows happiness; tyranny of the mob follows the oppression of a monarch; deflation follows inflation. The swing from one extreme to another is inevitable.

Business was unduly prosperous some time ago. The lack of prosperity followed. We do not know whether we have reached the extreme of depression but whenever we do we will start back on the course to the ultimate of prosperity. We think much about a place we call normal, but we do not stay there for long.

It is thus with the grain business. For years it has been conducted along satisfactory lines, making very small swings first to one side and then to the other of the middle course, but always serving producer and consumer fairly and efficiently.

Now we have a movement to force the marketing of grain far to one side of the straight line, placing it within the control of a very few men or organizations representing the sellers of grain. When it reaches the ultimate of their hopes, if it ever does, grain marketing will be in a state analogous to that of mob control in government. That will be one extreme. The operation of natural laws will pull against this tendency; the swing to the other extreme will set in, and the movement to the opposite extreme will begin. Just what form this extreme would take cannot be known, but it would necessarily be opposed to every characteristic of the first, and it could easily result in centralization of the buying power, in control by a few men representing the buyers of grain.

The extreme of too much centralization of one kind now threatens; it may be followed by the extreme of centralization of the opposite kind.

Why not help the grain business to adhere more closely to the middle ground of decentralization, holding it upon the basis of, the open competitive marketing system which is the happy medium?

## Cultivating The Farmer.

In the "Letters" of this number of the Journal is published a communication from a grain dealer setting forth the nucleus of an idea that every country elevator operator can employ to the distinct advantage of his own business. If every dealer would make use of the idea it will have the effect of establishing the grain business on a high plane of service to the community that will forever silence carping critics of the competitive marketing system.

The idea which Mr. Thurman outlines is that of cultivating the good will and friendship of the farmers in his territory by making use of publicity methods that have proven effective in practically every line of business activity. He would send get acquainted letters once each month to the farmers in his community, supplementing them with other means for bringing his employer's business and the farmer's business closer together. Thoughtful men recognize there should be the closest possible relationship between the farmer and the grain dealer, and anything that tends to bring this about will thereby enhance the value of the service of each to the community. And in the end it is service, and service alone, that counts.

The dealer can serve the farmer in many ways entirely outside the buying and dumping of his grain, but even in this there can be found some things that the farmer will understand better when they are explained to him.

It is the hope of the Journal that it may be permitted to serve the trade in this matter by publishing numerous responses to Mr. Thurman's request for information about other dealer's experience in similar campaigns.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

C., B. & Q. 108106 was leaking wheat thru siding at Holdrege, Neb., Nov. 19.—Holdrege Equity Exchange.

C., B. & Q. 113472 was leaking wheat at side of car at Holdrege, Neb., Nov. 19. Loose siding.—Holdrege Equity Exchange.

C., B. & Q. 108439 was leaking wheat at drawbar at Holdrege, Neb., Nov. 15.—Holdrege Equity Exchange.

C. & E. I. 1403 was set out at Lochiel, Ind., by south bound local Nov. 12. Leaking yellow shelled corn at corner post. Shortage will be big.—Joe A. Stone, mgr. Lochiel Farmers Elevator Co., Lochiel sta. (Fowler p. o.)

C. B. & Q. 120043 was leaking wheat at door post Nov. 11 at Holdrege, Neb.—Holdrege Equity Exchange.

C., B. & Q. 117403, loaded with sacked grain, passed thru Juliaette, Ida., Oct. 12 with side door bulged out about 2 feet and sacks were almost ready to fall out.—J. H. Millard, mgr. Farmers Union Whse. Co.



Disappointment to a noble soul is what cold water is to burning metal; it strengthens, tempers, intensifies, but never destroys it.

## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Laps of Reinforcing Steel Should be Staggered and Clipped.

*Grain Dealers Journal:* We acknowledge receipt of Journal, illustrating the collapse of two concrete storage tanks at Condon, Oregon. We have had no opportunity to see these tanks since about a year after they were built and so cannot discuss the matter from first hand knowledge.

From reading your article, the writer is inclined to suspect that a prime cause was the failure to provide sufficient lap in reinforcing bars or to stagger the laps. If the laps had been made at different points on the circumference the structure might have stood up in spite of the poor quality of concrete. We made a report on the failure of a cement storage tank at the plant of the Oregon Portland Cement Co. some two or three years ago and found this same condition to be the primary cause of the collapse. We believe it an excellent practice to join hoop steel with some kind of clip and not depend solely upon the bond of the concrete.

For the last couple of years our firm has done very little along the line of grain elevator construction. We are not contractors and find that it is very difficult to compete for purely engineering services with those companies which not only design but also construct grain elevators as contractors. The Condon failure is an instance which shows the fallacy of combining the design, construction and superintendence of such work in the hands of one firm. Very truly, Baar and Cunningham, By John W. Cunningham, Portland, Ore.

### Traveler Condemns Bad Practice.

*Grain Dealers Journal:* When I read the editorial on gambling and liquor drinking in the Journal I decided that in the interest of safer conditions in grain elevators I should communicate to you some facts which are in my possession bearing on this subject. You have stated that insurance inspectors and other investigators frequently report the finding of unmistakable evidence that gambling, liquor drinking, and similar carousing has taken place in elevator offices and even in the elevators themselves.

In my own work I have visited a great number of country elevators, and, while it must be admitted that I have not seen very many instances of the practice of these habits, still I have seen enough of it to convince me that there are some country elevator men who do not give enough heed to the gravity of the situation. Neither drinking nor gambling will mix with business, and the man who tries to make the combination will find, sooner or later, that he is attempting the impossible.

I have seen games of all kinds being played in grain offices; usually there was a bottle of liquor on the table, and if it was not in sight it was seldom beyond reach. In other places I have seen the liquor, the drinking, and the drunken men, without any evidence of a game. I have in mind at this moment one elevator where I have been offered a drink of intoxicating liquor at each of my visits, and at times I have seen as many as six men in that office when a bottle was in evidence and in use. In another place I found the agent (it was an elevator owned by a line company) absorbed in a game with another man, and

he would not quit long enough to talk business with me.

As I see it, this practice is detrimental in many ways. It increases the fire hazard, as you have stated, because it is inevitable that it will be accompanied by more or less smoking and by careless use of matches and other sources of fire; it turns away business, for farmers will not patronize a dealer who permits these things if another dealer who does not permit them is accessible; for the line house agent it is quite certain to mean discharge if he is caught; and, without taking into account any other feature of the matter, the country grain dealer who keeps his plant in proper condition and who takes care of his business as he should does not have time during working hours to indulge in anything except work.—C. I. O.

### New Orleans Will Make Seal Records.

*Grain Dealers Journal:* Effective Dec. 1, the New Orleans Board of Trade, thru its Grain Weighing and Inspection Department, will establish a record of seals on all cars arriving at the various public elevators at this port.

This record, being taken by a disinterested party, will be of value to shippers in ascertaining responsibility on all claims for shortage, and will be available to any party on request.—R. F. Clerc, executive vice pres., Board of Trade, New Orleans, La.

### Thinks Dealers Should Cultivate Farmer.

*Grain Dealers Journal:* For a long time it has been my conviction that each country grain dealer would profit by cultivating the good will and friendship of the farmers in his territory by carrying on a well planned mail campaign to bring himself and his farmer patrons closer together. I suppose the idea that I have in mind might be called an advertising campaign, but it is not exactly that. It would use for its purpose some of the accepted methods of advertisers, such as letters and circulars addressed direct to farmers, newspaper space when that is available, and any other similar methods that can be used in individual cases, but it would not end with the ordinary advertising "copy" by any means.

It would not be necessary to expend a great amount of money in carrying out such an idea. Certainly it should not cost more for any one year than the familiar calendars which most dealers are in the habit of giving away; and it should be much more effective.

I would prepare a mailing list of the names of those farmers in the territory whose business is desirable and send them a letter once a month. This letter should give real information on market and crop conditions; set forth any special offerings that I might have in feeds, seeds, coal or any other commodities; and, if possible, give some facts outside of these fundamentals that will be helpful to the farmer in his business.

Right now, for instance, the dealer could outline in his letter the major factors affecting the wheat market, the corn market, and other grains his farmer patrons might be interested in; tell them about the proposed reductions in freight rates on grain; call attention to the damage weevil are doing in stored grain in many sections and invite requests for information on ridding granaries of these pests. The earnest grain dealer would never find it difficult to procure material for his monthly letter, but he might have to make it more than one page in length to tell all the story.

So far I have been unable to make my employers see this matter my way and they have not authorized me to carry out the idea. If other dealers have had experience in such a plan I would appreciate information from them thru the pages of the Journal. I am sure this can be made to put the grain business on a

better basis of real service to the producers —H. O. Thurman.

### Unsealed Cars; Recommends Private Seals.

*Grain Dealers Journal:* Herewith is photo of a bunch of seals found on grain cars arriving at "Hold Tracks" in St. Louis terminals. These are seals that were hung on hasp at loading point or enroute but not adjusted properly, consequently were no protection to contents of cars. The seal record of carrier at station where these cars were loaded no doubt shows correctly as to number inscribed thereon, but apparently there was negligence on the part of shipper and carrier in not applying them properly.

The seal record is a very important factor in the movement of a grain car, and as an exception it is often responsible for considerable loss of grain due to possibility that seal was broken for the purpose of stealing. As shown by photo, it can be assumed that the cars were not under proper seal protection at any time after loading. This exhibit is only part of those we have found during the year, as in the early summer we adopted the plan of sending all open seals to officials of road on which they are found; this ocular demonstration of the seal itself we have found secures more practical results and as the number and inscription on each seal is an index to where applied, it acts as a guide to carrier in ascertaining where laxity exists in this respect.

The practice at nearly all shipping points, as we understand it, is for the railroads to apply seals after cars are loaded; relative to this the Merchants Exchange Department of Weights has at various times advised shippers to provide their own seals and have them consecutively numbered, also the name of firm inscribed thereon. Doing this would in a measure establish the fact that they were careful and systematic in their methods of handling, and we would suggest that they show seal record on their shipping notice, the duplicate of which they retain so that in the event claim is made they would note at a glance any discrepancy in seal record.

[Continued in bottom first column facing page.]



A Bunch of the Unapplied Car Seals.



A man is rich or poor according to what he is, not according to what he has.

## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Are Freight Rates to be Reduced?

*Grain Dealers Journal:* We see there is some controversy as to whether we will get the freight reduction on grain and products and also on hay, which we all expected to be effective on Nov. 20, some contending that it was not an order by the Interstate Commerce Commission, only a suggestion. What are the facts? When will it be effective? It is impossible to get any information from the local station agent.—Ames Grain & Coal Co., Ames, Ia.

**Ans.:** The Commission gave a decision, not an order or a suggestion, in what is known as decision No. 12929, that rates on grain, grain products and hay in excess of certain stated figures would be considered unreasonable on and after Nov. 20.

This puts the railroad companies in the posi-

(Continued from facing page.)

In connection with this subject I will add that a well equipped weighing department which functions as it should is of much protection to shipper, while at the same time in co-operation with the carriers it becomes a helpful police protection and no doubt assists materially in reducing claims.—Yours truly, John Dower, Supervisor of Weights, St. Louis, Mo.

### Reasons for Failure of Concrete Tanks at Condon, Ore.

*Grain Dealers Journal:* After reading the description of the collapse of the two concrete tanks at Condon, Ore., in the Grain Dealers Journal for Oct. 25 I would say that if the builders had employed a competent foreman that knew his business thoroly and had had experience in concrete this wreck would not have happened.

For these tanks of 30-ft. diameter the walls were only 8 inches thick. They should have been 9 inches and 10 inches would have been better. For the reinforcing there should have been vertical  $\frac{3}{4}$ -inch rods for the first 30 ft., every 4 ft., with the horizontal rods wired to these at every intersection. From there on the jack rods would have been sufficient to have held the walls.

The use of hydrated lime in the mixture was all wrong, as the hydrated lime will react on the cement and will weaken the strength of it to a very large extent, especially in dry weather when the cement is setting almost too fast at any time. The most important reason for the failure is the use of a 1:2:4 mix, which will not make a strong enough wall for the pressure these tanks had to stand. With good, sharp sand the mixture should not have been over 1:2:3. If the sand was loam and fine there should not have been over one and one-half of sand.

Looking over the photographs reproduced in the Journal it shows that there was a mistake in pouring the first four feet. These were poured full at one time and allowed to set long enough to stand to start the forms. This practice is followed by most foremen, but is all wrong. The forms should be filled only about two-thirds; and when it is hard enough to pull the forms start to pour some more soft concrete on top and keep pulling the forms up. This will keep the concrete uniform and by adhering to the material first poured will make a solid monolithic wall.—W. H. Wenholz, Hutchinson, Kan.

tion of making the reduction voluntarily by filing the necessary tariffs, or of having to deal with a vast number of claims filed by shippers for reparation on account of rates that the Commission in advance has declared to be unreasonable.

The only step toward this reduction is the agreement among the railroad executives Nov. 16 to make a reduction of 10 per cent, limited to a period of six months.

A digest of the Commission's decision appeared in the Journal Oct. 25, page 583.

The Commission has followed up its decision of Oct. 20 with a definite order made public Nov. 21 reducing freights effective Dec. 27. As the railroads are not now earning an adequate return on their invested capital it remains to be seen whether they will demand a corresponding reduction in railway wages before filing the tariffs or whether they will go into court to resist the reduction on the ground it is unreasonable. Unfair working agreements and extravagant wages to railway workers make high freight and passenger rates necessary.

### Shipper's Right to Share in Proceeds of Sale of Membership?

*Grain Dealers Journal:* Will the Journal please inform me thru "Asked-Answered" if the shipper has not a right to share proportionately with all other creditors in the proceeds of the sale of the membership of a bankrupt grain receiver who is a member of an exchange?

I have just received from the trustee of Warwick Grain Co., C. A. Baldwin, a statement giving me a very small dividend on my claim against the company, one reason being stated by the trustee that he had sold two memberships in the Wichita Board of Trade for \$3,800, but the proceeds had to be deposited with the Sec'y of the Board of Trade before the directors would consent to transfer them, because "they had become impaired by reason of claims filed against the Warwick Grain Co. by members of the Wichita Board of Trade." These claims amount to \$3,053.29 and under the rules of the Wichita Board of Trade were first liens on the memberships, so the trustee alleges, and only the balance of \$746.71 was turned back to him for the benefit of the non-member creditors.

This seems very unjust to me. The members of the Board of Trade were not partners with Mr. Warwick and had nothing to do directly with his business, as members. Their only relation was the same as mine, having bought or sold of or to him. There is no reason why they should have a preference as creditors. The officers of the exchanges state they are not in the business of dealing in grain, but only conduct the trading hall in which the members themselves do business.

I can see how an exchange could have a prior lien for annual dues or special assessments to be paid to the exchange as an organization; but the more I study it the more this practice of the exchanges' holding out money due shippers looks like an unfair discrimination in favor of themselves. What is the law on it?—A Creditor.

**Ans.:** The Supreme Court of Minnesota on Dec. 17, 1920, in the case of Farmers Co-operative Exchange v. Wagner, said:

"It may be burdened by restrictions, but it is nevertheless valuable property, the membership in this instance having a market value of upwards of \$7,000. It may be reached by creditors' bill or by proceedings supplementary to execution, the court being empowered to compel the judgment debtor, the owner of the membership, to transfer it to a receiver. The one in whom the title vests takes it subject to the reasonable regulations and restrictions of the Chamber of Commerce." This decision was reported in full in the Grain Dealers Journal of Feb. 10, 1921, pages 234 and 235.

So much having been decided there remains the question whether a rule of the Exchange giving members a prior lien is a reasonable regulation and restriction. As to this the earlier decisions support the contention that the exchange members have a prior lien, as in *Cohen v. Budd*, where the Supreme Court of New York held "A rule providing that the proceeds of a defaulting member's seat in an exchange are subject, first, to the payments of his debts to his fellow members, is valid and not in violation of the bankruptcy law."

In the later decision in the case of *Chas. F. Glavin and the Chicago Board of Trade* the U. S. Circuit Court of Appeals ruled in favor of Thos. C. Weston, trustee in bankruptcy, who

sought to compel the Board of Trade to transfer Glavin's membership to him as trustee for the benefit of all creditors. The court said "The petitioner is entitled to an order or decree adjudging: That Glavin's membership in the respondent Board of Trade is property, and his right, title and interest therein has passed to and is now held by Weston, trustee in bankruptcy, and that respondent be adjudged to recognize said trustee's succession thereto."

Therefore, using the Glavin case as a precedent, Trustee Baldwin can go into court and get an order directing the Wichita Board of Trade and Denver Grain Exchange to transfer Warwick's memberships to the trustee, without first settling claims of members.

### Effect of Fumigant on Wheat?

*Grain Dealers Journal:* We notice an article in a recent issue of the Journal on "Paradichlorobenzene for Weevil" and would like to know if this is used on wheat to rid it of weevil would it affect the quality of the flour. Would it affect flour to treat it with paradichlorobenzene?—Slater Mill & Elevator Co., Slater, Mo.

**Ans.:** This chemical in no way resembles the benzene liquid used in paint shops. It is a crystalline solid substance that gives off a gas which does not affect the wheat or the quality of the flour. Of all the insecticides it is probably the least objectionable.

### Recovery for Error in Grading?

*Grain Dealers Journal:* A car of red oats was shipped from a point in Kansas, inspected at Coffeyville, and a grade of No. 3 red oats placed thereon, certificate being issued accordingly. Car arrived at Ft. Worth, Tex., and officially graded sample red oats. Appeal was taken to office of Federal Grain Supervision and the grade of sample sustained. Not being satisfied that contents of car were sample grade oats, we called a board appeal to the Board of Review at Chicago, and this body placed a grade of sample red oats on the sample submitted.

We sustained a loss because of this variation in grade, and would like to know whether or not we have recourse either against the inspection department, for placing different grades upon the car, or against the carrier for deterioration in transit. Has there ever been a ruling or regulatory announcement by the Bureau of Markets, Department of Agriculture, in a matter of this kind where two different grades are placed upon a car, or is there a court decision establishing the liability of the carrier for deterioration in transit? In the event, of course, where one grade is given at origin and another at destination?—Southern Kansas Grain Co., Coffeyville, Kan.

**Ans.:** Inspectors are not liable in damages for an honest error of judgment. In Illinois and Minnesota and probably in Kansas the inspectors are bonded to the state in the sum of \$5,000 for the faithful discharge of their duties and would be liable to the state for gross carelessness, in which case the Chief Grain Inspector could require the inspector to make good the loss of the shipper.

It is a common occurrence for grain to grade lower the farther on it gets toward final destination, on account of high moisture content, leaky roof or delay.

The carrier is not liable if the grain went out of condition due to inherent vice when loaded; but is liable for deterioration due to delay in transit or leaking roof, and all the court decisions so hold.

In one recent case a shipment of wheat originating in Colorado was sent by a Denver dealer to Wichita, where the inspector graded it dark northern spring. As Minneapolis was a good market for this class of wheat the car was sent on, but the Minneapolis inspectors called it mixed spring and winter. On appeal to the supervisor and the Board of Review this mixed grade was sustained, and the shipper sought to recover from the Wichita inspector, but got nothing, as he was informed by the officials that it was an honest mistake by the inspector who was unaccustomed to that kind of winter wheat. The federal government does not require the inspectors to give bond or guarantee their work in any way.

"LABOR SAVING HITCHES" and "Big Teams for Big Farms" are two leaflets issued by the Horse Ass'n of America, giving the correct proportions of eveners, with diagrams, illustrating equalization of draft for any number of horses on the same farm implement.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### IDAHO.

Lewiston, Ida., Nov. 18.—I notice some farmers are doing seeding and plowing. Today we received the first rain here of the season. A good thing for fall crops.—Peter Muench.

### ILLINOIS.

Exline, Ill., Nov. 21.—Corn husking is about finished, with an average yield of 30 bus.—Exline Farmers Elvtr. Co.

Peoria, Ill., Nov. 12.—It is the belief of grain receivers that the reports of corn damage have been overestimated.—L. S. C.

Morton, Ill., Nov. 10.—The wheat acreage in this section is greatly increased. Condition is very good.—Jos. Haufer, mgr. Farmers Grain & Live Stock Co.

Springfield, Ill., Nov. 16.—Winter wheat is in fine condition, but in the extreme south portion of the state it needs moisture.—Clarence J. Root, meteorologist.

Culton sta. (Mendota p. o.), Ill., Nov. 12.—Corn husking is in progress and many have finished. Yield about 40 bus. per acre; quality good, two cars shipped grading No. 3 yellow.—W. H. Marks.

Chicago, Ill., Nov. 15.—In a trip west from Chicago, across the northern part of Illinois, I found that in parts of the state the corn crop is good as to quality, dry, with considerable dry rot and worm damage. In other parts the crop is 25% below a 3-year average yield. As compared with a year ago there are more cattle and hogs in the feed lots.—M. M. Day, Al. V. Booth & Co.

Springfield, Ill., Nov. 15.—The husking of corn is more than half complete. Damage to the grain from the corn ear worm and moulds is very extensive and some of the crop is not fit for feed in any form. Winter wheat is making good growth and the color is good as a rule. The crop is beginning to need rain in southern areas. Hessian fly is in evidence in many localities but not in great numbers generally. Some damage therefrom is apparent. Rye has a good stand and is looking exceedingly well. Acreage appears to be somewhat larger than last year.—S. D. Fessenden, Agricultural Statistician.

### INDIANA.

Crete, Ind., Nov. 3.—Crop outlook not very flattering for farmers at present.—H. L. Welch, mgr. Crete Elvtr. Co.

Fowlerton, Ind., Nov. 17.—Corn is of poor quality, mouldy and worm eaten.—D. C. Duling, sec'y-treas. Fowlerton Elvtr. & Feed Co.

Hamlet, Ind., Nov. 11.—Largest corn crop in this county in years. New wheat and rye crops look good and should stand the winter well.—Ed Arndt.

Jolietville, Ind., Nov. 12.—Acreage sowed to wheat 50% of last year. Corn estimated at 5% moulded, yield slightly below average.—H. A. McVey, agt. Goodrich Bros. Hay & Grain Co.

Indianapolis, Ind., Nov. 19.—At recent meetings at Sheldon, Danville and Paris, Ill., and Vincennes, Ind., the corn condition was discussed fully and it is the opinion that corn in that region is damaged from ravages of the worm, dry rot, etc., any where from 15% to 25%. The damaged corn is so scattered thru the rest of the corn that it is going to cause the better qualities to fall into the lower grades because the rotten corn cannot be all sorted out, and that more especially where corn is shelled before delivery.—Chas. B. Riley, sec'y Indiana Grain Dealers Ass'n.

### IOWA.

St. Ansgar, Ia., Nov. 18.—Oats very light, testing from 24 to 29 lbs. Corn is good.—S. Whiteman, Farmers Lumber & Grain Co.

Chicago, Ill., Nov. 15.—Recently I made a trip by auto west from Chicago, thru the northern part of Illinois and across Iowa to Omaha. I found the corn crop in Iowa good, but there is considerable corn down and a lot

of dry rot. A big farmer near Jefferson, Ia., told me that in that locality corn is yielding 60 to 65 bus. per acre and that from 3 to 5 bus. is being left in the fields on account of sprouting and rot. Farmers in Iowa are a little careless in handling the corn, wasting considerable; this probably being due in part to the low price. I drove thru the same part of Iowa a year ago, and this year there are at least 3 times as many cattle and hogs in the feed lots as there were 12 months ago.—M. M. Day, Al. V. Booth & Co.

### KANSAS.

Kansas City, Mo., Nov. 19.—Since Nov. 1 conditions in Kansas have become much more serious and damage and loss to growing wheat has increased substantially. The acreage sown appears to be about 8% less than that of a year ago. Growing wheat, as a whole in the state, is in very poor promise. Important sections report that the plant in some cases has germinated and died for lack of moisture. Rains have been needed in many counties for 7 or 8 weeks. Forty-three counties report growing wheat from poor to very poor and some claim that the prospect is as poor as ever known. Forty-one counties report growing wheat fair, normal or good and 21 counties report growing wheat ranging from poor to fair condition with moisture badly needed.—Allen Logan, pres. Logan Bros. Grain Co.

### MISSOURI.

Treloar, Mo., Nov. 10.—Wheat is looking very good, due to a shower of rain received recently. It was much in need of moisture.—Walter Nienkoup, mgr. Farmers Elvtr. Co.

Jefferson, Mo., Nov. 11.—Missouri corn is yielding 30 bus. per acre, and production will total 184,590,000 bus., compared with 198,880,000 bus. in 1920. Shock corn is in bad condition and chinch bugs and worms damaged the corn materially. Wheat seeding is finished except in far southeastern counties and the acreage will be less than last year. Most wheat looks good and recent rains will be beneficial. Average weight of wheat was 56.5 lbs. per bu., as compared with 58 lbs. last year.—Missouri Crop Reporting Service.

### NEBRASKA.

Laurel, Neb., Nov. 17.—We place the average yield at 30 bus. per acre.—Laurel Milling & Grain Co.

West Point, Neb., Nov. 12.—Corn crop good. Most of it in this territory will be fed.—Farmers Co-op. Co.

### OHIO.

New Washington, O., Nov. 19.—Wheat is looking fine since recent rains, but the rains spoiled a lot of corn in open cribs.—A. M. Heydinger, mgr. New Washington Equity Exchange Co.

### OKLAHOMA.

Anadarko, Okla., Nov. 17.—Crop conditions poor.—Daniel Vollner.

Billings, Okla., Nov. 14.—Growing wheat needs rain.—Geo. Burgin, agt. Enid Milling Co.

Mangum, Okla., Nov. 15.—Continued drouth retarding fall planting of wheat. What was sowed died.—W. D. Mathews, gen. mgr. Farmers Co-op. Elvtr. Co.

Oklahoma City, Okla., Nov. 9.—The past month was one of the driest Octobers on record, while the first killing frost was on the 12th, a month earlier than during the past 2 years but crops had matured well and little damage resulted. Winds have been numerous and now the surface soil is very dry and subsoil is becoming likewise. Fall work generally ahead of the usual stage. Small grains getting a poor start. Yield of corn as good as in average years, quality practically same as last year. The average weight per measured bushel of wheat, oats and barley is lower than usual.—H. H. Schutz and W. B. Hamlin, agricultural statisticians.

### WISCONSIN.

Madison, Wis., Nov. 16.—The 1921 corn crop in Wisconsin is the largest ever produced, estimated production being 91,080,000 bus., compared with 86,044,000 bus. in 1920. Quality is estimated at 85% merchantable, compared with 91% last year and 79% the 10-year average. Oats production was 63,800,000 bus., compared with 107,906,000 bus. in 1920; barley, 10,714,000 bus., compared with 15,930,000 bus. last year; buckwheat, 390,000 bus., compared with 424,000 bus. in 1920; wheat, 3,071,000 bus., compared

with 5,161,000 bus. in 1920; rye, 6,450,000 bus., compared with 7,728,000 bus. last year.—Wisconsin Crop Reporting Service.

ARGENTINA is charging that the British owners of the railways are obstructing the construction of grain elevators, alleging that the owners are more interested in perpetuating the sack handling system, to afford an outlet for the jute of India also controlled by them, out of which the grain bags are made for stacking wheat in the open air.

THE BILL to extend the emergency tariff act until permanent tariff legislation is enacted was passed by congress and on Nov. 17 it received President Harding's signature.

## International Grain & Hay Show Ready.

As the date for the opening of the International Grain and Hay Show approaches evidence accumulates that the show this year will surpass either of its predecessors. The increase in number of exhibits alone is enough to indicate real progress in the development of this annual contest between the growers of grain and hay; but in addition there is apparent an enthusiastic interest that proves the value of the show as a stimulus to a desire for better farm products.

The Show will open at the stockyards in Chicago Nov. 26, and continue until Dec. 3, it being held in conjunction with the International Livestock Exposition.

On the evening of Nov. 28, the Chicago Board of Trade, which donated the \$10,000 to be given as prizes to the winners of grain and hay awards, will tender a banquet to the judges of the show and the members of faculty of the various agricultural colleges participating in the exhibition. This banquet will be held in the Saddle and Sirloin Club, near the entrance to the stockyards, and Joseph P. Griffin, pres. of the Board of Trade, will be toastmaster.

## Chloropicrin Obtainable.

Grain dealers who are bothered with weevil will be glad to learn that the insecticide best adapted to ridding grain elevators of this pest is likely soon to be obtainable in retail quantities. This chemical has no fire hazard and on account of its offensive odor no hazard to human life, and yet is so powerful a poison that at 75 cents to \$1 a pound it is cheaper to use than bisulfid of carbon.

H. J. Swezey, of the dyestuffs department, sales division of E. I. du Pont de Nemours & Co., Wilmington, Del., writes under date of Nov. 17:

Grain Dealers Journal: Please accept our apology for the delay in answering your letter of Oct. 19, it being due to our inability to determine definitely where chlorobenzene, trichloro-nitro-methane could be obtained.

We have considered the advisability of manufacturing the material ourselves, but as the consumption will undoubtedly be comparatively limited for some time, we would be warranted in making up only a small supply on which the cost would necessarily be rather high.

Recently we learned that the Government is selling the commodity under its commercial name, chloropicrin, and upon taking the question up with them they have told us their price is 40c per pound for 150 pound containers, a deposit of \$50.00 being required for the package. This amount is evidently refunded upon the return of the container, in good condition, within a period of 60 days. They further advise that checks in the amounts covering the cost of the material and the deposit for the package should be made separately and both payable to the Treasurer of the United States.

The above information was obtained from the Edgewood Arsenal, Maryland, at which point Major A. M. Hermitage is in charge of the Property Division of the Chemical Warfare Service. If there is any additional information which you require, we would suggest that you get in touch with them.

Full information on the use of chloropicrin as a weevil poison was given in the Journal Sept. 25, page 435.



# Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

## CANADA.

Ottawa, Ont., Nov. 18.—Exports of Canadian wheat in September and October were 28,275,918 bus. of which 1,845,228 bus. went to the United States, 21,232,699 bus. to the United Kingdom and 5,198,001 bus. to other countries.—The Canadian Trade Commissioner, New York.

## ILLINOIS.

Springfield, Ill., Nov. 14.—Practically no grain moving in this section.—L. S. C.

Culton sta. (Mendota p. o.), Ill., Nov. 12.—Do not look for large movement of grain this winter on account of present market conditions.—W. H. Marks.

Peoria, Ill., Nov. 12.—Peoria has had a good run of grain recently. New corn coming in in good volume and grading No. 2, No. 3 and some No. 4.—L. S. C.

Springfield, Ill., Nov. 15.—The movement of new corn from the farms has been small as the farmers are dissatisfied with the prevailing prices and are selling only when cash is badly needed.—S. D. Fessenden, Agricultural Statistician.

New Lenox (Joliet p. o.), Ill., Nov. 16.—Crop was very poor in this section. None moving. Farmers head over heels in debt. Many raised but a thousand bushels, which sells at \$300 present prices. What can they do? We are patiently waiting.—New Lenox Grain Co., A. C. Minger, mgr.

## INDIANA.

Fowlerton, Ind., Nov. 17.—No grain moving from farmers.—D. C. Duling, sec'y-treas. Fowlerton Elvtr. & Feed Co.

Hamlet, Ind., Nov. 11.—Farmers are not selling at present prices; some waiting for cut in freight rates. Some oats but very little wheat still on farms.—Ed Arndt.

Jolietville, Ind., Nov. 12.—No corn will be shipped if hogs can be obtained. Wheat and oats being held for higher prices.—H. A. McVey, Goodrich Bros. Hay & Grain Co.

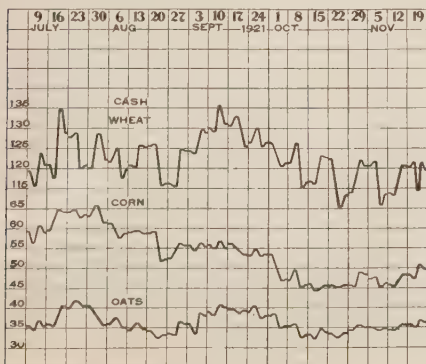
## IOWA.

Adair, Ia., Nov. 17.—Sixty-five per cent of the corn husking is completed in our territory, with a considerable portion of this corn piled on the ground in open cribs. Farmers are not offering freely at present prices.—W. J. Allen, mgr. Davenport Elvtr.

St. Ansgar, Ia.—Nov. 16.—Farmers will not sell corn at present prices. They are shipping in stock and will feed most of the corn.—S. Whiteman, Farmers Lumber & Grain Co.

## Cash Wheat, Corn and Oats Fluctuations from July 2 to Nov. 19.

Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each week a few cents above or below the extreme charted.



## KANSAS.

Kansas City, Mo., Nov. 19.—Using 130,000,000 bus., my estimate of the wheat crop in Kansas, as a basis from which to figure, I find 24½% of the crop in farmers hands Nov. 1. Elevators and mills held 12,877,000 bus. Using the government estimate of 118,000,000 bus. for the crop, about 42,000,000 bus. remained in hands of farmers, mills and elevators. About 85,000,000 bus. actually left farmers' hands during the first 4 months of the crop movement.—Allen Logan, pres. Logan Bros. Grain Co.

## MINNESOTA.

Minneapolis, Minn.—Oats in Minneapolis elevators Nov. 12 aggregated 21,776,000 bus., about the largest quantity on record.

## MISSOURI.

Eldon, Mo., Nov. 9.—Slow movement of wheat on account of bad market.—S. S. Kennedy, mgr. Co-op. Ass'n.

## NEBRASKA.

Laurel, Neb., Nov. 17.—We have a large corn crop to move.—Laurel Milling & Grain Co.

## OHIO.

Bascom, O., Nov. 10.—Business has been very good, and the prospects for the future are bright.—Lester O. Kisabeth, mgr. Bascom Elvtr. & Supply Co.

New Washington, O., Nov. 19.—Expect a better movement of oats, since livestock is at its present price.—A. M. Heydinger, mgr. New Washington Equity Exchange Co.

Haviland, O., Nov. 21.—New corn movement very slow. Quite a lot of old oats held back and will not move at present prices.—W. S. Bricker, mgr. Haviland Elvtr. Co.

## OKLAHOMA.

Billings, Okla., Nov. 14.—No wheat moving.—Geo. Burgin, agt. Enid Milling Co.

Oklahoma City, Okla., Nov. 9.—More of the old crop of corn remained on farms on Nov. 1 than in any recent year. Oats are scarce but there is plenty of kafir and roughage for the

winter.—H. H. Schutz and W. B. Hamlin, agricultural statisticians.

## TEXAS.

Muleshoe, Tex., Nov. 15.—Grain is moving slow on account of bad prices. We are also badly in need of rain.—Ray Griffith, mgr. Bailey County Elvtr. Co.

## To Investigate Freight and Passenger Rates.

On Nov. 23 the Interstate Commerce Commission ordered an investigation of the possibility of requiring general reduction in freight and passenger rates. A hearing will be held, beginning Dec. 14; and the purpose will be to determine whether generally reduced rates would deplete the revenues of the railroads to the point where they would be unable to give adequate service.

Almost coincident with the announcement of this order by the Commission, the Ass'n of Railway Executives formally filed an application asking that the Western Grain Rates Case be reopened with a view to substituting for the reductions ordered by the Commission in that case a general reduction of 10% on farm products.

THE RYE CROP of Germany is estimated at 240,000,000 bus. for this year by the International Institute of Agriculture at Rome. This is 33% greater than last year.

## Side Track Suit Settled.

J. S. Cameron, of Elliott, Ill., writes that "The Lake Erie & Western Railroad Co. and myself have settled all suits out of court satisfactory to each of us, pertaining to the removal of my spur track, which they now replace with a better one."

The foregoing brief note marks the end of a hard fought battle of one shipper against an unjust and vindictive railroad management. The corporation resisted Mr. Elliott's attempts to hold his rights thru the State Public Utilities Commission, thru the Circuit Court of Sangamon County and thru the Illinois State Supreme Court.

After Mr. Cameron's elevator burned the railroad company tore up his side track, altho he had informed the company that he expected to build an elevator on the same site, but entirely on his own ground, the old house, built 40 years earlier, having been partly on railroad ground.

It has taken Mr. Cameron six years to get his rights, for on June 25, 1915, he filed his first protesting petition with the Illinois Public Utilities Commission, now the Illinois Commerce Commission. This decision of the Illinois Supreme Court upholding the shipper's right to his side track was published in full in the Grain Dealers Journal Mar. 25, 1917, page 490.

## Exports of Grain Weekly.

		Wheat.		Corn.		Oats.	
		1921.	1920.	1921.	1920.	1921.	1920.
July	2...	5,586	6,851	1,848	56	1,084	26
July	9...	5,981	5,771	2,817	35	1,154	800
July	16...	5,807	8,556	3,016	89	1,159	322
July	23...	5,359	8,990	3,132	157	908	1,066
July	30...	7,015	7,033	3,192	43	1,895	867
Aug.	6...	10,355	6,375	2,897	52	2,068	353
Aug.	13...	7,777	7,220	1,787	102	511	9
Aug.	20...	9,682	6,919	2,254	63	800	46
Aug.	27...	12,628	11,253	2,839	122	499	166
Sept.	3...	8,690	6,425	1,469	9	184	52
Sept.	10...	10,609	8,203	2,223	55	338	130
Sept.	17...	8,200	10,902	3,981	67	390	50
Sept.	24...	7,515	10,572	3,341	76	125	119
Oct.	1...	8,186	7,476	3,025	75	255	112
Oct.	8...	7,395	7,427	2,302	297	168	136
Oct.	15...	5,210	9,345	2,925	323	99	226
Oct.	22...	7,782	7,985	1,999	401	67	368
Oct.	29...	7,849	8,189	1,136	212	80	275
Nov.	5...	4,944	7,768	1,790	463	217	238
Nov.	12...	6,291	6,072	1,513	474	228	475
Nov.	19...	5,907	8,113	2,145	1,061	439	466
Total since							
July 1...		158,768	167,445	52,031	4,232	12,768	6,292

## Daily Closing Prices.

The daily closing prices of wheat, corn and oats for December delivery at the following markets for the past two weeks have been as follows:

### DECEMBER WHEAT.

	Nov. 10.	Nov. 12.	Nov. 14.	Nov. 15.	Nov. 16.	Nov. 17.	Nov. 18.	Nov. 19.	Nov. 21.	Nov. 22.	Nov. 23.
Chicago	104½	109	105½	104	106½	105½	108½	107½	109	109½	110½
Kansas City	98½	101½	97½	95½	98½	97	99½	99½	100½	101½	102½
St. Louis	102½	106½	103½	100½	102½	101½	104½	104½	105½	105½	108
Minneapolis	118½	120½	118	114½	116½	115½	119½	117½	119½	119	121½
Winnipeg*	102½	105½	103½	100½	103½	102½	104½	103½	105½	105½	106½
Toledo	121½	125½	122	119½	122½	121½	123½	123	124	123½	125½
Milwaukee	104½	109	105½	104	106½	105½	108½	108	109½	109½	110½
Duluth (durum)	89½	92½	89½	86½	89½	87½	90½	89½	90½	89½	91½

### DECEMBER CORN.

	Nov. 10.	Nov. 12.	Nov. 14.	Nov. 15.	Nov. 16.	Nov. 17.	Nov. 18.	Nov. 19.	Nov. 21.	Nov. 22.	Nov. 23.
Chicago	45½	46½	46½	46½	47½	48	49	48½	49	49½	50½
Kansas City	33½	39½	38½	38½	39½	39½	41½	40½	41½	41½	42½
St. Louis	44½	45½	44½	45½	45½	46½	47½	47½	47½	48½	48½
Milwaukee	46	46½	46½	46½	47½	48	49½	48½	49½	49½	50½

### DECEMBER OATS.

	Nov. 10.	Nov. 12.	Nov. 14.	Nov. 15.	Nov. 16.	Nov. 17.	Nov. 18.	Nov. 19.	Nov. 21.	Nov. 22.	Nov. 23.
Chicago	32½	32½	32½	31½	32½	32½	33½	33½	33	32½	33½
Kansas City	29½	30½	29½	29½	30½	30½	30½	30½	30½	30½	30½
St. Louis	32½	32½	33	32½	33½	33½	33½	34	34	34	34
Minneapolis	27½	28½	27½	27½	28	27½	28½	28½	28½	28½	28½
Winnipeg*	38½	40½	40	39½	41½	41½	42½	42½	42½	42½	42½
Milwaukee	32½	32½	32½	31½	32½	32½	33½	33½	33	32½	33½

\*Winnipeg market Nov. 11: Dec. wheat, \$1.03 ½; Dec. oats, 39½c.



### Future Trades of Farmers Elevator Valid.

The suit by the Kempton Farmers Elevator Co., of Kempton, Ill., against E. Lowitz & Co., brokers, to recover \$25,000 damages on account of alleged unauthorized deals by its manager, A. J. Hartquest, was recently decided in favor of defendant, the jury's verdict being "no cause of action."

Hartquest shipped grain to Lowitz & Co. and also hedged and bought and sold futures. Some of his trades in futures were for the account of the Farmers Elevator Co., some for his own account and some for officers of the Elevator Co., and all in the name of the Elevator Co. Some trades were made by him for persons outside the company. This method of doing business had been going on for years, apparently with the consent of the officers of the elevator company, which carried all its dealings with Lowitz & Co., in one account. Lowitz & Co. carried two accounts with the elevator company, one a cash grain account and the other a futures account. If margins were required by the futures account Lowitz & Co. would take from the cash grain account and credit the futures account.

About \$20,000 was so applied by the firm and Hartquest also sent \$25,000 in checks. This course of dealing seemed satisfactory to all concerned in 1918 when the transactions showed profits, but when the market went against them the farmers' elevator company alleged the trades were unauthorized and asked for a settlement. Lowitz & Co. had paid them \$20,000 in profits and when settlement was demanded sent a detailed statement accompanied by \$4,000 in cash to close the account. This was accepted; but the farmers' elevator company then alleged that the \$20,000 credited from cash to futures and the \$25,000 sent by Hartquest was unauthorized, making a total of \$45,000. Against this they credited the \$20,000 in profits sent and brought suit for the balance of \$25,000. This suit was started in face of the fact that the elevator company's own books showed that all trades had been closed as ordered and Lowitz & Co. owed them nothing.

A great deal of testimony was presented, defendants being ably represented by Frederick

Burnham of Mayer, Meyer, Austrian & Platt, and the jury deliberated 22 hours before reaching a decision.

After the verdict, plaintiff's attorney made the usual motion for a new trial, which motion is now being considered by the court. It is not likely that the plaintiff can gain by a new trial or an appeal, as defendant's defense that the course of dealing had been ratified by the officers of the company was amply supported by the facts. It is well settled principle of law that if a principal learns of unauthorized acts of an agent such acts must be repudiated immediately, or the principal becomes bound thereby.

It is said that the plaintiff contemplates a similar suit in the circuit court at Kankakee, Ill., against James E. Bennett & Co., the question involved being the authority of the manager to conduct its business.

### Guilty of Altering Certificate of Inspection.

C. E. Jackson of the Jackson Grain Co., Hastings, Neb., is charged by the U. S. Dept. of Agriculture with having altered an inspection certificate to show 3 per cent dockage, and with having rendered account sales to the shipper showing a deduction of 3 per cent from the net weight of the wheat.

The car was loaded by a shipper in Nebraska to apply on a contract for No. 2 hard wheat. On arrival at Kansas City the official grade was No. 3. Jackson sent the altered certificate to the shipper for the purpose of effecting a settlement.

### Ask Revision of Grain Door Refund.

The New York Produce Shippers Ass'n, of Rochester, has asked the state Public Service Commission, to order railroads to furnish grain doors or absorb the amount shippers are required to pay for the material.

A former order of the Commission requires the carriers to rebate to shippers for grain door material at the rate of 5 mills per 100 lbs. of grain loaded, but as this only yields \$4 for an 80,000 lb. load the Ass'n has asked for a revision of the schedule. Claim is made that the present rate is about half the cost of the lumber the shipper must buy.

### A Movable Dump Sink Partition.

By TRAVELER.

The movable dump partition shown in the engraving reproduced has been installed in the elevator of the Luckey Farmers Elevator Co., at Le Moyne, O., to obtain the advantage of two dump sinks with but one pit and a single drag chain conveyor to the boot.

The dump is constructed substantially as shown in the drawing, with two trap door openings thru which grain may fall from wagons, and the solid or fixed partition P extends from the driveway floor downward. This fixed partition is held in place at its top by the floor joist or a beam to which it is attached. At the bottom it must be braced by beams or rods running to the concrete dump wall. The moving portion of the partition is shown at S. Its only point of attachment to the fixed partition is the hinge H on which it swings to right or left as may be desired.

The adjustment of the swinging portion of the partition is brought about by the pull of cables. These cables, C, are attached one to each side of the movable partition by means of heavy screw eyes. Each cable passes thru the concrete floor of the dump in a small tube, around pulleys B to a point above the driveway floor level, and thence to and around the large drum A. This drum is large enough to permit a quick movement of the handle E to throw the swinging partition from its position at either side to a corresponding position at the other side of the dump pit's discharge opening.

In the operation one kind of grain is dumped into one sink with the swinging partition in position to close that sink. The drag chain D and elevator leg are started and the partition moved so as to permit the grain to drop to the drag and be carried to the boot. While it is being elevated another kind of grain can be dumped into the other sink; and this practice can be continued indefinitely, with one load or the full capacity of either sink. In practice it has been found that the movable partition works satisfactorily and does not mix the grains.

While this device will not take the place of separate dump sinks with individual discharges to the boot, it does make it possible to approximate the convenience of two sinks without the additional cost of an extra conveyor.

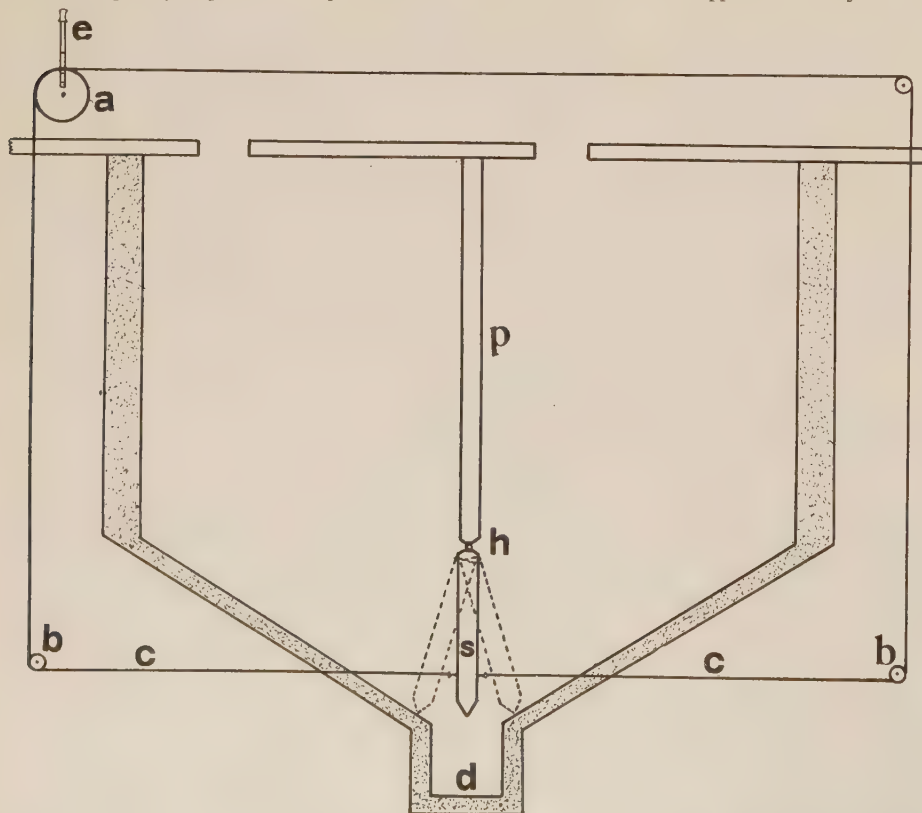
### Farmers Recover Grain Sold.

The Supreme Court of Illinois has recently given a decision in the case of Inkster Bros., grain dealers at Melvin, Ill., involving the right of the farmers who had grain stored with the firm to recover damages from the grain receivers at Chicago to whom the grain was shipped.

In 1917 five farmers stored 7,225 bus. of oats with the firm, which on becoming financially involved, obtained a loan from the Chicago receivers, with the oats as security. Later the Chicago receivers had the oats shipped out of the elevator at Melvin, after getting an order of court to prevent the farmers from interfering with the shipment.

The farmers brought suit for the value of the oats in the Ford County circuit court and were given judgment against the Chicago receivers, but the Appellate Court reversed this, and the farmers took an appeal to the Supreme Court, which has recently decided in their favor, awarding them about 84 cents per bushel. The Chicago receivers have petitioned the court for a rehearing, which is pending. The farmers had no receipts to show that the oats were stored, and the contention of the Chicago firm who were innocent purchasers, is that Inkster had bought the oats.

FOR INVOICING a car of No. 4 white oats as No. 3 white oats, W. H. Crozier & Co., of Nashville, Tenn., was recently held by the Sec'y of Agriculture to have violated the Grain Standards Act.



Movable Dump Sink Partition as Installed in Elevator of Luckey Farmers Elevator Co., Le Moyne, O.



# Hearing on Grain Exchange Regulations

A hearing to consider proposals for rules and regulations for the regulation of contract grain exchanges under the Capper-Tincher Law was held by the Dep't of Agriculture at Chicago Nov. 17. Chester Morrill, solicitor for the Dep't, presided at the hearing, which was held in the directors' room of the Chicago Board of Trade and attended by representatives of the leading grain exchanges of the country, representatives of farmers' organizations and individual grain dealers.

Spokesmen for the Chicago Board of Trade, Kansas City Board of Trade, Minneapolis Chamber of Commerce, Duluth Board of Trade, Milwaukee Chamber of Commerce, St. Louis Merchants Exchange, Chicago Open Board of Trade, and the Toledo Produce Exchange announced that it is the desire and intention of each of those organizations to comply in good faith with the provisions of the law, in spirit as well as in letter.

Clifford Thorne, representing certain farmers' organizations, spoke at length on the methods which he conceives to be desirable in administering the law. He suggested that some means be provided for furnishing the Sec'y of Agriculture with adequate data upon which to base his decision as to whether the law is being complied with, and stressed the subject of the admission of representatives of co-operative companies to membership in contract exchanges. He requested the privilege of examining changes in rules that may be proposed by the exchanges, and an opportunity to file written comment thereon.

Mr. Thorne dwelt at considerable length with that portion of the subject relating to the admission of representatives of co-operative companies. He contended that the exchanges should be required to adopt specific rules complying with this provision of the law; and argued that a general rule announcing intent to comply with the Act and modifying any rules in conflict therewith is not sufficient. It appeared to be Mr. Thorne's thought that the rule requiring a co-operative applicant to be sponsored by a given number of members should be done away with, and that boards of directors or executive com'tes should not have authority to reject the application of a co-operative official. He gave the impression to some that he considers the law complete in itself and positive in its provisions that representatives of co-operative companies be admitted to contract exchanges.

J. W. Shorthill, Omaha, representative of the Farmers National Grain Dealers Ass'n, presented for inclusion in the record certain statistical data relating to features of the grain business, principally having to do with weights, inspection, examination of cars, accounting, and other matters bearing on the handling of cash grain. He asked for the strict enforcement of a rule prohibiting members of grain exchanges from accepting trades in futures from employes without written consent and authority of the employer involved; and requested that private wires be handled by the exchange in the market and that they be under its control and not under the control of individuals.

O. P. B. Jacobson, St. Paul, chairman Minnesota Railroad and Warehouse Com'isn, suggested that as his state has a future trading law it might be well for his Com'isn and officials of the Dep't of Agriculture to confer in order that they may obtain uniformity in rules and practices.

Frank B. Rice, Chicago, of the com'te of the Millers National Federation said that his organization wants to ask for protection from manipulation of markets. He made it clear that the miller is a constant user of hedging facilities, that he is thereby enabled to elimi-

nate risk from his operations and to provide flour at the lowest possible cost. He expressed the millers' opinion that grain exchanges are great economic institutions.

Mr. Rice suggested that there be provision for future trading in each calendar month, instead of in stated months separated by intervals without such trading, the idea being that as millers do business 12 months in the year they should be able to hedge in 12 months as well. In this connection he further suggested that there be no "new" trades after the 15th of a month, but that all transactions in the latter half of a month for that month delivery should be in the nature of settling trades.

L. E. Moses, Kansas City: I think that Mr. Rice's suggestions meet with the approval of all millers. The practice of trading for future delivery in a few specified months overloads those months and increases opportunities for manipulation. We believe that trading for delivery in every calendar month will operate to the advantage of grain exchange members, grain dealers and farmers.

John Miller, Galva, Ill., emphasized Mr. Shorthill's suggestion relating to the acceptance of trades from employes without authority from employers.

J. P. Griffin, pres. Chicago Board of Trade, addressed himself to an explanation of the admission of co-operative companies. He said that no rule was proposed because it is not necessary; that the law covers the point and makes it mandatory that co-operative applicants be admitted if they are of good moral character and financially responsible. He offered to sponsor the application of any such reliable co-operative official and guaranteed to procure the other sponsor required. He made it clear, in answer to a question from Mr. Thorne, that the present commission rule will not exclude a co-operative company unless it actually does a commission business in Chicago, and that such a company pro-rating profits on a patronage basis to its former stockholders is not affected unless it does so such commission business.

E. R. Morrison, attorney for the Kansas City Board of Trade, pointed out that the removal of all restrictions on co-operative applicants for membership might lead to the end that some person would be admitted to one exchange even though he had been expelled by other organizations for dishonorable conduct. Mr. Morrison showed plainly that it is necessary to have requirements and provisions governing eligibility to membership, and that the showing of a given financial standing is not in itself sufficient.

J. M. Mehl, ass't to the pres. of the U. S. Grain Growers, Inc., presented several pages of written suggestions which were included in the record. These dealt mainly with the matter of admission to membership and to an explanation of the attitude of the U. S. G. G.

Mr. Griffin suggested that a com'te be created, composed of representatives of the grain exchanges, farmers' organizations, the millers, grain dealers, and other interests to consider matters in connection with the administration of the law as they arise.

THE REMEDY for the ills of American shipping lies in the retirement of the government as an owning and operating factor and the birth of an inspired interest for group action among bankers and manufacturers as well as among ship owners, is the opinion of A. D. Lasker, chairman of the Shipping Board, as expressed in an address he delivered at New York recently. He advocated formation of a combination of interests under the Edge Law to handle our merchant marine.

## To Argue Future Trading Act.

The Supreme Court of the United States on Nov. 21 set for argument on Jan. 3 the suit brought by John Hill and others attacking the constitutionality of the Capper-Tincher Law.

Altho the law goes into effect Dec. 24, the effective date of such regulations for the grain exchanges as the Sec'y of Agriculture may prescribe, may be postponed.

The U. S. Supreme Court order follows, in full:

616—J. Hill et al., appellant, v. H. C. Wallace, Sec'y of Agriculture, etc., et al.—Motion to advance herein is granted and the case is set for Jan. 3, 1922, after the cases specially set for that day, and it is ordered, the appellees not objecting, that the Board of Trade of the City of Chicago, and its directors, appellees, are restrained from seeking or accepting from the Sec'y of Agriculture, a designation of said Board of Trade as a contract market under the act of Congress, approved Aug. 24, 1921, entitled the future trading act, or from admitting to membership in said board any representative of any co-operative ass'n of producers as required by said act, or from modifying its rules or by-laws, as required by said future trading act, in order to entitle said Board of Trade to be designated as a "contract market," and from otherwise complying with the terms of said act prior to the final judgment of the court herein.

Also, during the pendency of said cause in this court and for twenty days after final judgment herein, the appellees, Henry C. Wallace, Sec'y of Agriculture of the United States; David H. Blair, Commissioner of Internal Revenue of the United States; Charles F. Cline, United States District Attorney for the northern district of Illinois, and John C. Cannon, Collector of Internal Revenue for the first district of Illinois, and each of their successors in office, are restrained from collecting, or attempting to collect, by suit, criminal prosecution or otherwise, from appellants or any other member of said Board of Trade, any tax or penalty which may have been incurred under said future trading act, or from taking during said period any other steps against said Board of Trade or any of its members to enforce or compel their compliance, or punish for noncompliance, with any of the provisions of said trading act.

This order is made up on condition that within ten days herefrom the appellants execute unto the appellees herein, and file in this cause a good and sufficient bond in the sum of \$25,000, with sureties to be approved by the clerk of this court, and conditioned that the appellants will promptly pay any and all damages which may be suffered by the appellees herein or any of them by reason of the granting or continuance of this order, if it is ultimately adjudged that the said future trading act is a valid act in whole or in part.

SPECIMENS of charred corn were found in mortuary vessels in graves unearthed by ethnologists in Davidson County, Tenn., recently. From the shape of the grains they were identified as specimens of Many Rowed Tropical Flint, a variety of corn about half way between true flint and pop corn.

## Suit to Recover Loss on Hedging Transactions.

The Farmers' Elevator Co., of Westport, S. D., brought suit against the Quinn-Shepherdson Co., of Minneapolis, Minn., to recover losses in hedging transactions and recently was given judgment in the lower court.

During November and December, 1920, this company was shipping some grain to and doing some hedging with the Quinn-Shepherdson Co. The company was long several thousand bushels of flaxseed, which resulted in the heaviest loss.

The directors later claimed that they had no knowledge of their man doing any hedging and that they considered them speculative trades without their knowledge and brought action to recover. In this loss there was also included some five carloads of wheat sold to arrive earlier in the year, which they were unable to ship and was bought in for their account.

When the suit was tried at Aberdeen the attorney of defendant believed plaintiff had no case and thought it unnecessary to put in any evidence. The court, however, failed to give the instructed verdict, to the jury of farmers, and defendants now will take an appeal to the Supreme Court, where a reversal is expected on the facts.



## Chokes.

BY CAL.

USE SOAP on the joints of pipe for gasoline lines; white lead on the joints when the pipe will carry water.

A CAR DOOR with one roller missing is a sure breeder of cuss words. And about the only remedy is main strength and awkwardness. Dynamite might work.

CORN SHELLERS do better work when correctly adjusted to meet the condition of the corn fed to it. It pays to study any machine to learn just what it can and will do.

NUTS on elevator buckets should be kept tight. Go over them occasionally. Loose buckets pull off more easily than tight ones, and the loose bucket wears the belt excessively.

SOON be time to get a can of ether for starting the engine on cold mornings. That is, some dealers will soon do it. The really wise dealer will let the stuff stay in the drug store.

OIL must be kept away from rubber belts. It is injurious to them just as it is to any rubber articles, the action being a softening similar to that which takes place when a substance is dissolved in liquid.

THE SECOND MAN should be encouraged to study his job by reading at odd times. He will get a much better understanding of the work he has to do, and even a second man can learn some things if he will but make the attempt.

CHAIN BELTING of the detachable link type does not need oil. Lubricating the chain will only cause dust to collect and adhere and the dust particles will grind the chain. Chains which are protected by a dust proof housing may be oiled safely.

POOLS are not good places for the farmers grain. Pools of water, otherwise mud holes, are not good advertisements to attract farmers to the elevator when they have to drive thru one or more of the pools to get to the plant and away from it. Cinders are inexpensive.

DISTRIBUTORS that do not register with the discharge spout exactly as shown by the indicator on the work room floor need the services of an elevator doctor, or perhaps an undertaker. Why have an indicator if it does not enable the operator to know where the distributor is set?

NEW PISTON RINGS should be fitted to the cylinder before attempt is made to put them in the grooves of the piston. A new ring will be a little too large for the cylinder for which it was intended. Correct this by filing lightly at the joint. Go slow; not much filing will be required. The properly fitted ring will just slip into the cylinder when the joint is completely closed.

A SCALE that is otherwise accurate will give correct net weights when this net is determined by deducting the tare from the gross obtained on the same scale; but it creates a better impression on the farmer if the beam shows the scale to be in balance. Besides, why leave an opening for argument and suspicion when a little effort will remove it.

EVER see one who approaches more nearly the point of knowing all there is to be known than the farmer who formerly lived in a big city? In most cases he didn't make much of an impression on the city, but no matter whose counter he jumped while there he can tell 'em all about anything now that he is on a farm.

AIR and feed regulators are placed on cleaning machines for a purpose. The elevator man who knows how to adjust the controls gets the desired results with the minimum of loss in weight of grain. Removal of 1% of dirt and other foreign material will help the grade as much as the taking out of this 1% plus 4% of the good grain.

SOIL does not make suitable material for the surface of the approach to the driveway. It washes too readily. Apply rather frequent coatings of cinders on all roadways around the plant. These will gradually form a firm surface that will not be easily rutted by passing wagons or trucks; and while water penetrates quickly and does not stand the cinder surface will not wash.

WHEN the cylinder head of a gasoline or oil engine is removed a new gasket must be inserted at the time of replacing. Only the best grade of gasket material should be used. That which has fine brass or copper wires woven into the sheet is preferable. The gasket outlines and the holes for bolts and water passages must be cut accurately. A good way to cut the gasket is to lay the sheet of material on the detached head, holding it firmly with one hand to prevent slipping, tapping the asbestos lightly with the rounded face of a peen hammer at the edges of holes and passages. In this way the gasket can be cut to an exact fit. Be careful not to strike too forcibly with the hammer. A careless workman might chip the edges of the casting. Carefully clean the surfaces against which the gasket fits, removing all traces of rust, dirt, or the old gasket; but do not score the surface. The gasket may be applied without treatment, or both sides may be lightly coated with clean cup grease. Do not use shellac because it dries too quickly to be effective. Tighten stud nuts alternately and gradually to equalize the tension and go over them again after the engine warms up.

THE ITALIAN wheat crop is estimated by the International Institute of Agriculture at Rome as 192,829,000 bus., 36.4% larger than last year.

Recommendation has been made by the Russian Commission of the Far East Relief that a commission be authorized by Congress to loan Russia 1,845,000 tons of grain.

## The Kelly Never Fail Grain Door Remover.

William Kelly, pres. of the William Kelly Milling Co., of Hutchinson, Kan., has invented, had made and tried out during several months' use at his plant a grain door remover that has been so successful in saving labor and doors that it has earned the name "Kelly Never Fail" Grain Door Remover, bestowed on it by the Santa Fe and the Rock Island Railroad officials, who are strongly advocating its use.

Reproduced herewith is a blue print prepared for Mr. Kelly by the engineering office of the Rock Island Railroad, giving dimensions from which a blacksmith can work in making the door remover.

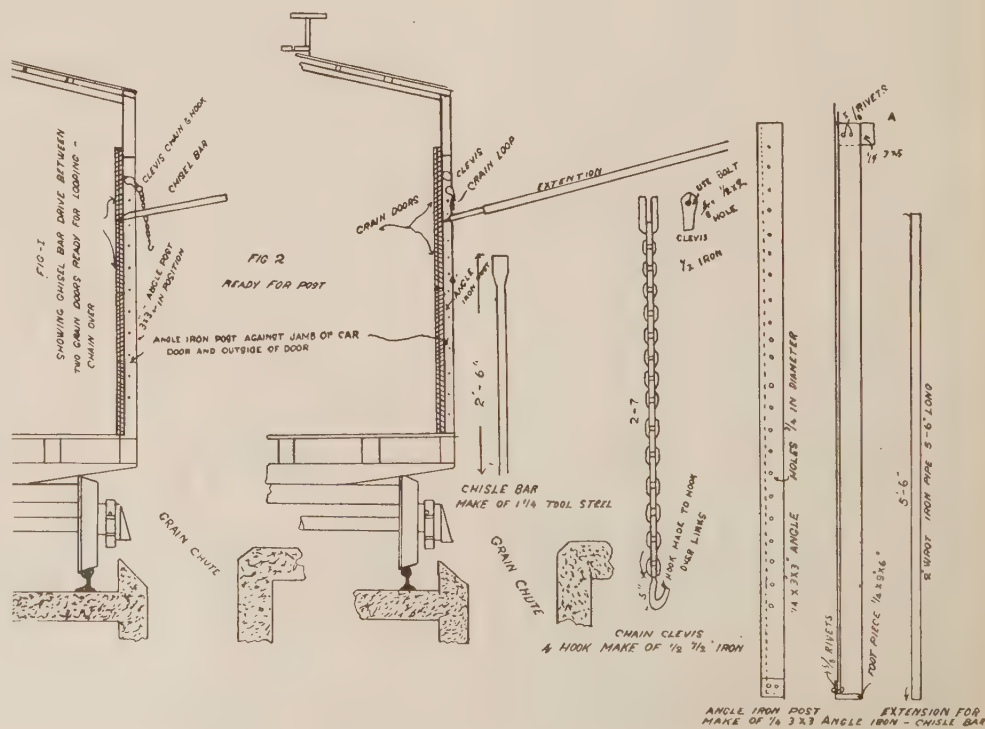
It is merely a post of angle iron shaped to rest snugly against door jamb and flat against the grain door itself. A short length of chain arranged for convenient adjustment serves as a fulcrum for a chisel bar to work in sliding the door, and a few feet of wrought iron pipe to fit over the handle of the chisel bar increases the leverage.

At the Kelly mill the device has been in use since July 1, and not a grain door has been lost or broken up. Furthermore, doors can be removed in a third of the time usually consumed in chopping them out, and there is total avoidance of all the loose chips and slivers which find their way into the grain dump.

Mr. Kelly writes: The short chisel bar is driven in between the two upper doors (always commencing from the top to remove the grain doors). The channel upright bar is placed on the door-sill of the car close to one side of the door jamb. In driving this chisel bar in, we put on the extension gas-pipe bar and pry down, lifting up one end of the grain door say ten inches or a foot. You will readily see this will permit the wheat to commence to run out.

Then move the chisel bar down to the next door, removing it in the same way, then down to the third, leaving the other end of the doors alone, and on the last door on the floor, drive the bar underneath between the last door and the car floor and pry up. By this time, you will readily see that the wheat has all run out that is close to the door, and with your crow-bar knock the other end off and remove the doors; then go to work with your wheat shovels.

This work should be done in from one to two minutes at the outside, saving all grain



Working Drawing and Method of Use of the Kelly Never Fail Grain Door Remover.



doors, and avoiding sticks, splinters, etc., that heretofore would run down into our wheat dump and cause us trouble.

You can say to your readers that they can have this made at any blacksmith shop at a cost of perhaps \$10 or \$15, and they can make as many of them as they please. There is no royalty or anything else on them. I have not patented this contrivance but pass it on to the trade for the good it may do.

### Appeal Fees Reduced.

Fees for an appeal of the inspection of bulk or sacked grain have been reduced by the Sec'y of Agriculture.

The fee for carlots is now \$2 instead of \$3, and a flat rate of 50c per 1,000 bus. on bulk or sacked grain other than in carload lots has been established. The latter provision will apply especially to cargoes of grain.

These fees are charged for the appeal to the federal supervision service from the grade placed on a lot of grain by a licensed inspector. The new schedule became effective Oct. 29.

### Exchange Organized at Spokane, Wash.

The grain dealers of Spokane, Wash., have organized the Spokane Grain Men's Ass'n, as a preliminary to the formation of a grain exchange. At first, meetings will be held once a week. Legislation, freight rates and other questions of common interest will be considered.

Spokane has about 20 firms engaged in the grain business and all of the leading exporters are represented.

The officers are, pres., Philip Benedict; vice pres., J. W. Balfour; sec'y, H. C. Gemberling; executive com'tee: R. J. Stephens, M. B. Mikkelsen and E. C. Warmouth.

### Montana Grain Growers' Storage Tickets.

The Montana state sec'y of agriculture, who is handling the business of making settlement with farmers who hold storage tickets issued during 1920 by the Montana Grain Growers, Inc., for wheat received at its 22 elevators, recently sent a representative to Omaha to determine what portion of the surety bond is recoverable. The company which issued the bond for the Montana Grain Growers, Inc., is in the hands of a receiver.

It is thought that no payment on the bond can be obtained until late in 1922, and the amount will then depend on the success of the receiver in liquidating the assets of the surety company. The amount to be received by farmer holders of the storage tickets will depend, in turn, on the sum recovered from the bond.

BARLEY dealers may find an increased outlet under the medicinal beer ruling. Two leading brewers, Piel Bros., New York, and Schlitz Brewing Co., Milwaukee, are among the few who have been granted licenses to make medicinal beer.

### A Queer Grain Storage Bin or Foss.

The use of the seed or fruit of cereal grasses as food probably began long before man had fully emerged from savagery, and it is logical to believe that an effort to store or otherwise conserve food against a time of scarcity was one of the earliest advancements made by the human race. Certainly it did not require many experiences with hunger to convince our prehistoric ancestors that it was the part of wisdom to lay by some of their foodstuffs in seasons of plenty, and even without any definite evidence to support the statement we are justified in concluding that this one step toward civilization came very early in the evolutionary process.

We do not know the form of the first granary or storage bin, but again we can draw upon our imagination for the opinion that it must have been a cave or some excavation in the earth, because primitive man was not capable of constructing anything else and the earth offered him a convenient place of storage. Assuming that the theory of earth storage is correct, there is an interesting survival of the practice in use to the present day on the island of Malta, a dependency of the British Empire located in the Mediterranean Sea.

The natives of Malta produce annually about 160,000 bus. of wheat and 90,000 bus. of barley, the two crops being frequently sown together. The area of the island is about 91 square miles and in 1906 there was in cultivation 41,534 acres. This is all in small fields which are walled up along the contour of the many hills to prevent washing.

The peculiar method of storage used by the Maltese is known as "fossing", from the "fosses" or large holes in the ground into which the grain is placed. The photographs reproduced herewith from *The Miller* show the operation of "fossing" wheat, or putting it into the holes, and "unfossing", or taking it out.

The fosses are excavated and their sides and bottom covered with cement mortar to make them airtight and waterproof. Before the grain is placed into the foss the bottom and sides of the chamber are lined with straw to prevent contact between the grain and the cement. When filled a layer of straw is placed on top and a stone slab is used to seal the opening. Great care is exercised to make the chamber airtight as experience has shown that deterioration is likely to occur if this precaution is not observed.

This practice of burying grain in the ground would not be possible if it were not for the nature of Malta's climate. The rainfall averages 21 in. annually, but it is very uncertain, periods of drouth having extended over 3 years. Snow is seen once or twice in a generation, and the annual mean temperature is 67 degrees Fahrenheit. The island is frequently visited by severe hailstorms, which do great damage, while a wind known as "Gergale" (mentioned in the Bible) blows from the northwest about the equinox and occasionally in

winter months it maintains hurricane force for two or three days. It may be that earlier experience with the destructive force of this wind against storage buildings erected above ground has something to do with the adoption of the practice of fossing grain.

It is a far cry from the fosses of Malta to the monster reinforced concrete storage houses of our own country; and the two extremes represent a type of the early and the present stage in man's development of means for preserving his principal food materials from the day of their harvest to the time when they are required for use. Perhaps the Maltese Foss is as much an advancement over the original granary as our elevator is over the foss itself.

### Obtained a Car of Corn by Fraud.

Charles F. Boyd, of Charleston, S. C., has been convicted by the U. S. Circuit Court of Appeals, of having obtained a carload of corn by fraud and deception.

Wm. Gower & Son shipped the car of corn from Williamsport, Md., to their own order, Charleston, S. C., notify Chas. F. Boyd Co. Boyd was hard pressed for cash, did not pay the draft nor obtain the B/L. The railroad company had a custom of letting buyers have shipments by depositing an amount 10 per cent more than the invoice price. Boyd presented to the railroad company a paper represented by him to be a copy of the invoice and certified it to be correct, as follows:

"Car PRR 66804. 39089# Bulk W. Corn @ \$2.05, \$2,627.36. Less freight, \$280.74,—\$2,346.62. We hereby certify that the above is a true and correct copy of the original invoice in our possession. Charles F. Boyd Co., Inc., per Chas. F. Boyd."

The real invoice was:

"1769 less 25 bushels shelled corn at \$2.05, \$3,627.36. P. R. R. 66804. Draft account Maryland Brokerage Co., Hagerstown, Md."

Boyd gave a certified check for \$3,346.62. The car was switched to the side track of the Boyd Co.

Under the federal statute making it a crime to obtain possession of an interstate shipment by fraud and deception the federal department of justice prosecuted Boyd and the Chas. F. Boyd Co., Inc., and obtained a judgment of conviction which was upheld in the higher court July 7, 1921.—275 *Fed. Rep.* 16.

John J. Kennedy, a clerk of Southern Ry., who was in collusion with Boyd, was convicted of making false entries in the records kept by an interstate carrier. On the manifests sent the terminal company Kennedy falsely indicated that the charges had been paid, or omitted the information that the shipments were order notify.

MINNESOTA has asked for bids for the construction of approximately 300 miles of improved roads.

A NATIONWIDE campaign to stimulate the consumption of corn and its products is being planned by the Chambers of Commerce of Des Moines and Iowa.



Fossing Wheat in Malta.



Unfossing Wheat in Malta.



## Feedstuffs

PEANUTS grown in Edmunds County, South Dakota, this year yielded 109 bus. per acre.

OMAHA, NEB.—The Krough Alfalfa Mills Co. will build a frame elevator in connection with its plant.

TOLEDO, O.—The hay warehouse of the Raymond P. Lipe Co. burned recently, the loss being about \$15,000.

FIRE on Nov. 4 destroyed about 100,000 lbs. of cotton seed at Dyersburg, Tenn. It was the property of A. E. Markham.

CHICAGO, ILL.—The annual convention of the American Corn Millers' Federation will be held in the Congress Hotel, Nov. 28-29.

BIG BEND, COLO.—The Lamar Alfalfa Milling Co., of Lamar, has leased the alfalfa plant of the Farmers Co-operative & Equity Co.

THE WORD "Perfection" has been registered as trade mark No. 147,731 by the Omaha Alfalfa Milling Co., Omaha, Neb., for use with horse feeds.

MEMPHIS, TENN.—Fire on Nov. 8 seriously damaged two floors of a building of the Edgar Morgan Feed Co. The fire was caused by locomotive sparks.

CEREAL, PA.—The Jersey Cereal Food Co., manufacturers of oat products, expect shortly to build another plant in southern Iowa or northeastern Illinois.

IONE, ORE.—The Beaverton Feed & Produce Co. has been incorporated with capital stock of \$10,000. H. M. Olden, R. A. Farrens and others are interested.

BELLINGHAM, WASH.—The Poultry Feed Ass'n has been incorporated with capital stock of \$20,000. John R. Gill, P. C. Young and R. T. Hawley are incorporators.

RHINELANDER, WIS.—Albert Miller & Co. of Chicago, have opened a branch warehouse here to handle feed and hay. Clyde Clark is local manager and L. Hamilton, field manager.

PASADENA, CAL.—The California Alfalfa Products Co., of which Glen B. Willis is mgr., will erect an up-to-date plant for the manufacture of alfalfa feeds and other products.

BIRMINGHAM, ALA.—The Dixie Brokerage Co. has been organized as a co-partnership by W. A. Gough and L. E. Grace. Grain and grain products, including feeds, will be handled.

MINNEAPOLIS, MINN.—Albert E. Neass has entered the millfeed brokerage business. Mr. Neass was formerly with the Schreiber Milling & Grain Co. and more recently with Bergman Mill Feed, Inc.

BUFFALO, N. Y.—The Consolidated Feed Dealers' Ass'n, organized recently, has a membership of 175 feed dealers and plans are now being made to build here a small elevator with rail and lake connections.

PUYALLUP, WASH.—The Puyallup Feed & Supply Co. has taken over the feed dept of the Puyallup & Sumner Fruit Growers' Canning Co. The new company is incorporated with capital stock of \$30,000.

A COM'ITE to arbitrate feed cases has been appointed by Pres. Ben E. Clement of the Grain Dealers National Ass'n. The com'ite is composed of J. A. Caldwell, St. Louis, Mo., chairman; H. R. Wilbur, Jamestown, N. Y.; Jay Canfield, Minneapolis, Minn.

PROTEST has been made to the Interstate Commerce Commission by the manufacturers of mixed feeds at Kansas City against the proposal of carriers to reclassify feeds to make them take the wheat rate basis. It was explained that the proposed change of feeds for animal consumption to the basis of a commodity for human consumption may result in higher rates.

KANSAS CITY, Mo.—The new plant under erection by the Corn Products Refining Co. is expected to be ready for operation by Jan. 15. It will use 25,000 bus. of corn daily.

KANSAS CITY, Mo.—The Kansas City Flour & Feed Club adopted the rules governing transactions in feedstuffs which had already been adopted by the United States Feed Distributors Ass'n, the Grain Dealers' National Ass'n and the Millers' National Federation.

A PROCESS for preparing spiny cactus for stock food has been invented by William Gebhardt, San Antonio, Tex., and patent No. 1,394,162 has been granted. The green plant, including the spines, is reduced to a finely divided pulpy mass, the excess liquid is removed, and the pulp dried.

A SPECIAL com'ite appointed by the Ass'n of Feed Control Officials to investigate feeds made from refuse cleaning middlings, the product resulting from the process of cleaning tin plate during its manufacture, reported to the recent convention in Washington that there is no evidence to show that refuse cleaning middlings are not a safe and satisfactory feeding stuff for live stock.

THE ITALIAN government has approved the proposed postponement until March 31, 1922, of the levying of an import duty on wheat.

PORTLAND, ORE.—The Supreme Court of Washington has recently, in the suit of the Northern Grain & Warehouse Co. against the Northwest Trading Co., affirmed the well settled principle that on a sale c. i. f. title passes to the buyer on delivery to the carrier, but as the sale was c. i. f. Seattle there is some question whether the buyer should stand the loss on the sacks while in transit on steamer from Calcutta to Seattle.

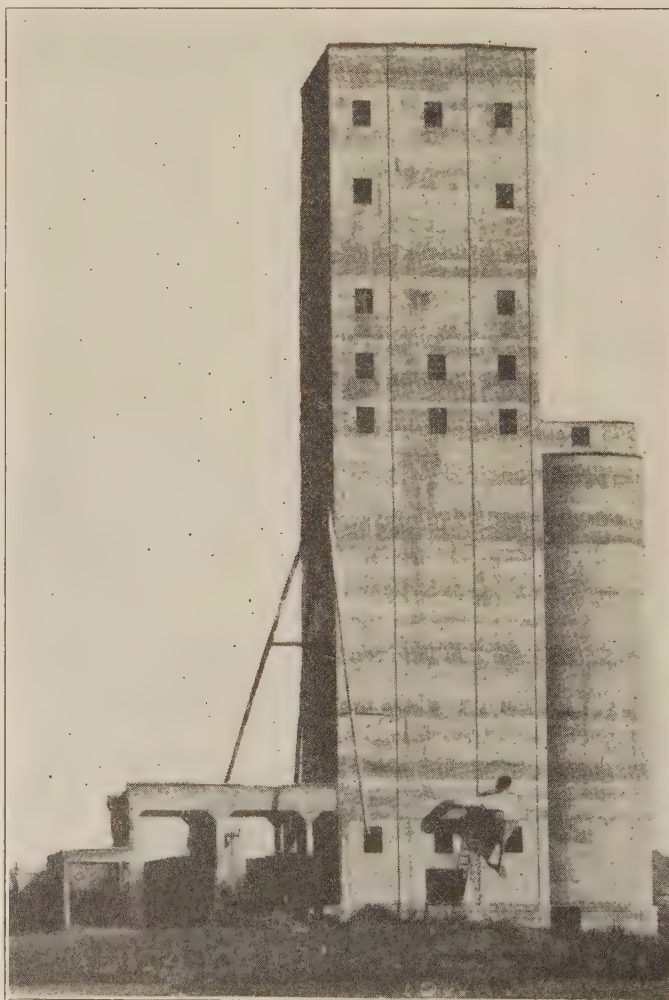
## Mixed Feed Better Than Corn.

To illustrate the greater value of a balanced ration over straight corn as a hog feed, the Kentucky Feed & Grain Co. has adopted the argument in its appeal to farmers that a feed which passes thru the hog and out in the droppings is worth its weight in manure, and nothing else.

The point is obvious and it becomes a potent argument for feed dealers to use in their dealings with feeders in their territory, for if for every bushel of straight corn fed to the hog 44 lbs. passes thru there can be but 12 lbs. remaining in the animal for use in manufacture into meat and bone. The essentials of a perfect and most economical feed are that it be palatable and so balanced that digestion of the several component parts will progress no faster than the hog can use the nutrients.

These factors should be kept in mind by the dealer and the feeder because the feed that will attain the nearest approach to this ideal is the most economical in the end. Just now there is an abundance of corn, and much is said about it as fuel in place of coal; but whatever may be the relative merits of corn and coal for burning the fact remains that the principal use of corn is as a feedstuff and most of it will be used for that purpose, but if it will not give results comparable to those obtained from a scientifically balanced ration it will be better to sell corn even at low prices and buy the more economical manufactured feeds.

THE annual convention of the Horse Ass'n of America, which will be held Nov. 30 in the Morrison Hotel, Chicago, will be participated in by some of the foremost American authorities on horse and mule production and use.



Concrete Elevator of Iowa Corn Products Co., at Des Moines, Ia.  
[See facing page.]



## New Terminal Elevator at Des Moines.

A long needed addition to the grain handling facilities of Des Moines, Ia., is the new plant of the Iowa Corn Products Co., shown in the engravings herewith.

The working house is 48x42 ft., and 176 ft. 5 ins. high above track floor, and adjoining it are two circular tanks 23 ft. inside diameter and 90 ft. high, one used for storage and the other to house the drier. The track shed, also of reinforced concrete, is 40 ft., 6 ins., and beyond this is the wagon dump shed, 13 ft., 3½ ins. wide, and the office, 18 ft. long. The total storage capacity is 150,000 bus. Additional tanks will be built next spring.

The grain handling machinery includes one Randolph Drier having a capacity of 1,000 bus. per hour, two heavy duty cleaners, two 2,000-bu. capacity hopper scales, a Globe Truck and Wagon Dump with separate hoppers for small grain and ear corn, to be used if trucks supersede the railway. Arrangements have been made to unload ear corn from cars, the equipment including a 2-drum car puller driven by a 75 h.p. motor.

Each of the two receiving and shipping legs has a capacity of 12,000 bus. per hour, and the cleaner leg 6,000 bus. per hour. Ear corn from the wagon dump is taken by a chain conveyor and feeder to a 1,000-bu. warehouse sheller. The two 2,000-bu. receiving hoppers under the railroad tracks discharge on a 36-inch belt conveyor, as does small grain from the wagon dump.

The plant enjoys free switching service to all the carriers entering Des Moines, through its location on the Des Moines Union Ry. The officers of the company are O. J. Meredith, pres.; A. N. Heggen, vice-pres., and T. C. Cessna, chairman of the board. The plant was erected by the Folwell-Ahlskog Co.

## Fuel Values of Corn and Coal.

A recent addition to the discussion of the subject of burning corn instead of coal is in the form of a table made up by the Dep't of Agriculture showing the comparative fuel values of the two commodities.

The table shows that a variation of 1c per bu. in the price of corn is equivalent to 50c per ton in the price of coal. Thus, at 10c per bu. corn is equivalent to coal at \$5.00 per ton; at 15c, corn equals coal at \$7.50; at 20c for corn it is worth as much as \$10.00 coal; corn at 25c equals coal at \$12.50; and corn at 30c equals coal at \$15.00.

In commenting on this, the Sec'y of Agriculture said that the drier the corn the higher its fuel value, and that it can be burned either on the ear or shelled, but better on the ear.

Has Sec'y Wallace overlooked the fuel value of cobs which the farmer may keep after selling the grain for feed?

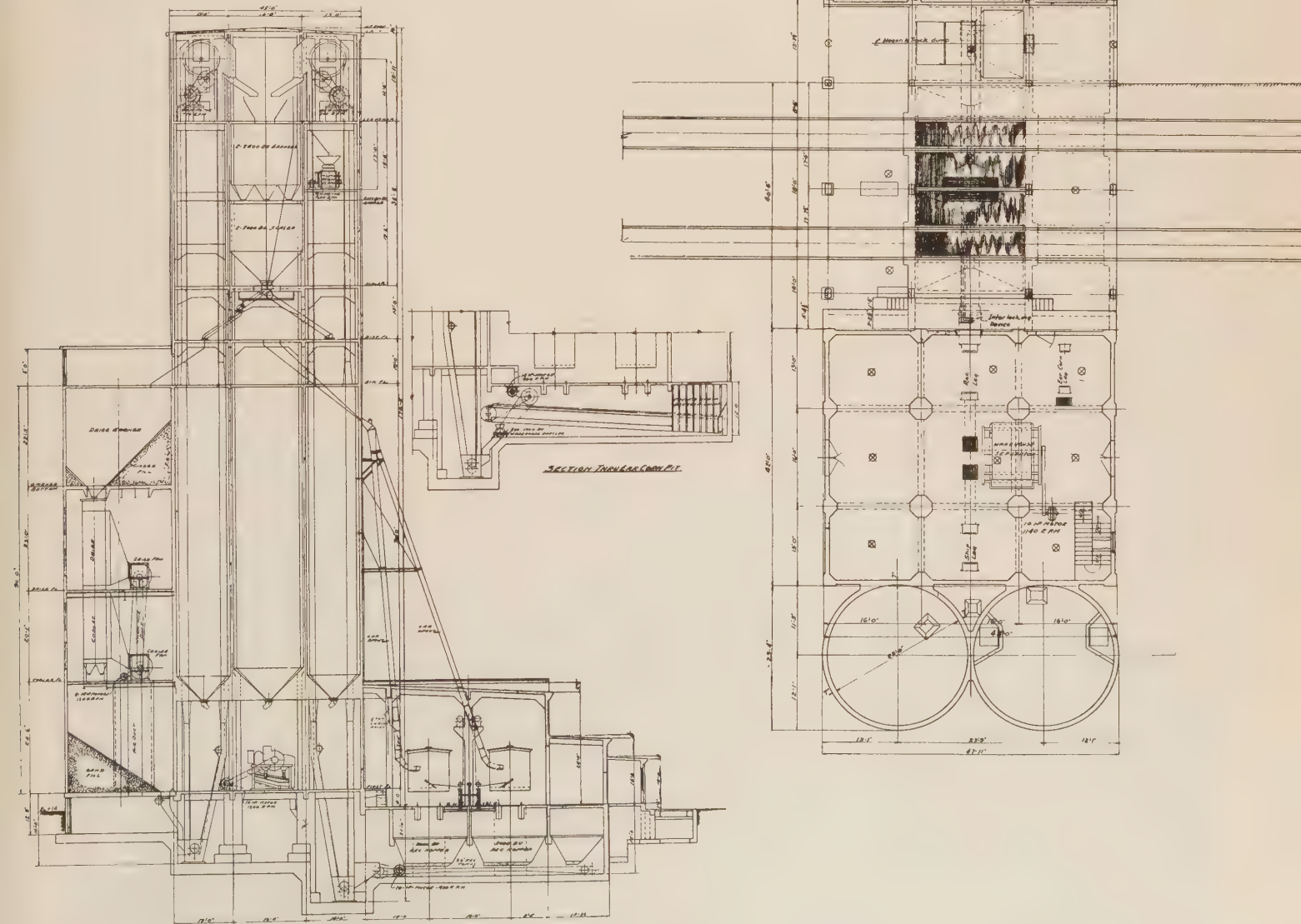
## St. Lawrence Ship Canal a "Criminal Waste."

Governor Miller of New York in an address before the Atlantic Deep Waterways Convention at Savannah, Ga., Nov. 16, denounced the proposed expenditure of \$200,000,000 by the United States on the St. Lawrence ship canal as "criminal foolishness."

He affirmed that the New York state barge canal could, if properly utilized, carry all the 10,000,000 tons of grain which annually would seek a water outlet from the west.

Gov. Miller asserted that no unprejudiced person competent to speak on the subject believed that ocean-going vessels would ever navigate such a waterway as the proposed St. Lawrence ship canal.

The governor denied that the report of the engineers on the St. Lawrence canal was altogether favorable, as asserted by its proponents, and said that they had reported only on the estimated cost and its practicability from an engineering standpoint. "They did not consider the commercial feasibility of the project, but they were heralded all over the country as having submitted a report altogether favorable to it."



Cross Section, Section Thru Ear Corn Pit, and Plan of Concrete Elevator of Iowa Corn Products Co., at Des Moines, Ia.  
[See facing page.]



## Grain Carriers

RAILWAY shopmen have asked for a wage increase of 13c an hour, or approximately 17%.

TOLEDO, O.—Two cargoes of Canadian wheat were received recently. One was of 95,000 bus. and the other 100,000 bus. Both were consigned to mills.

SEVEN lake steamers cleared from Fort William, Ont., Nov. 12 with 2,051,000 bus. of wheat. Four of the steamers are bound for Buffalo for winter storage.

REPARATION was awarded the Rumble & Wensel Co., of Natchez, Miss., for erroneous rate charged on oats from Rosewood, La., to Natchez. The award was for \$89.60, with interest.

EFFECTIVE Nov. 12, the Southern Pacific Railroad has made a rate of 17c per cwt. on corn and 22c on oats from New Orleans to Havana, Cuba, via the Southern Pacific Steamship Lines.

OVERCHARGE claims' filing time is extended to Mar. 1, 1922, by Senate Bill 621, which has passed the Senate, and will soon be considered by the House Interstate and Foreign Commerce Com'te.

IDLE freight cars in the United States because of business conditions totaled 277,669 on Nov. 8. This is an increase of 12,969 from the figures given out for Nov. 1, when 264,700 cars were idle.

A REDUCTION of the ocean freight rate on wheat, corn and rye from Gulf ports to the United Kingdom for November loading only to 15c per 100 lbs. was made recently by the Shipping Board.

WINNIPEG, MAN.—Records for grain handling in one day probably were broken Oct. 25 when the Canadian Pacific Ry. moved 1,579 loaded grain cars east from here. The cars contained over 2,500,000 bus. and formed 41 trains.

APPLICATION has been made to the Interstate Commerce Commission by four states, Kansas, Arizona, North Dakota and Nevada for a reduction of approximately 16% in the rates for wheat and coarse grains, both intrastate and interstate.

THE FIRST bulk shipment of wheat by water from the port of Seattle, Wash., was made recently when the shipping board steamship Hanley took a cargo from the Hanford Street Elevator of the Port Commission. Heretofore shipments have always been made in bags.

AN UNIQUE cargo was shipped from San Francisco recently aboard the Japanese steamer Korea. It was 43,000 bags of California rice, shipped to market in Japan to compete with the Japanese product. The production of rice in the Orient was very low this season.

A TRAIN carrying 110 loaded cars of wheat, approximately 165,000 bus., was operated into Arcola, Sask., by the Canadian Northern Ry. Nov. 5. The train was nine-tenths of a mile long, and is believed to establish a record for the quantity of grain moved in a single train.

LOADING of grain and grain products on American railroads during the week ended Oct. 29 was 48,949 cars, 2,052 cars under the week before but 11,453 cars more than were loaded during the same week in 1920, and 9,165 more than during the same week in 1919.

A REAL controversy seems to be developing over ocean shipping rates. Conference lines have announced a rate of 15c for December to the United Kingdom, as against the present rate of 18c. This was said to be due to the practice of tramp steamers in taking cargoes at less than conference rates. On the basis of the present differential for flour, that rate will be 20c in December, and some ships will take wheat as "ballast" at lower than the 15c rate.

THE Railroad & Warehouse Commission of Minnesota has asked various civic bodies in the state to co-operate with the Commission in attempting to induce congress to amend the Transportation Act to restore the authority of state commissions over railroad rates for intrastate shipments.

A TARIFF has been issued by the Pennsylvania Railroad, to become effective Dec. 5, covering absorption of switching charges on all-rail transit grain and grain products at Buffalo, up to \$5 per car. The absorption applies to stations east of Williamsport, Pa., which take New York, Baltimore, Boston, Philadelphia or Cumberland rates.

LOW CHARTER rates from Pacific ports to the United Kingdom make it impossible for vessel owners to send their ships in ballast to the west coast of the United States for the purpose of obtaining full grain cargoes. Regular liners take all the shipments in part cargoes, and a motorship recently loaded lumber for Australia and expects to take wheat thence to Europe.

NEW and lower rates for ocean freights to continental European and Baltic ports were announced Nov. 20. The rates to Antwerp, Amsterdam and Rotterdam, from United States Atlantic ports, are now 14c per cwt. on grain and 19c on flour and starch; to the various groups of Baltic ports the rates range from 21c for grain and 26c for flour and starch, to 24c for grain and 29c for flour and starch.

A REPRESENTATIVE of the American Railway Ass'n who recently visited Galveston reported that he found 4,229 cars of grain in port yards and terminals and that it was rapidly deteriorating in quality and the shippers were being subjected to high demurrage charges because of the congestion. He also said Galveston elevators are able to handle only a small part of the grain it is desired to export.

PROPOSED tariffs issued by the Pennsylvania Railroad relating to the absorption of switching charges on grain and feed at Toledo, O., were suspended by the Interstate Commerce Commission in a recent decision. The technical reason given for the suspension was that the carrier had not sustained the burden imposed upon it by the law in justifying the increased charges proposed to be assessed against shipments.

COMPLAINT of the H. D. Lee Flour Mills Co. et al. against the Director General, as agent, and the Rock Island, Union Pacific, Missouri Pacific and Santa Fe alleging unreasonableness of rates on wheat in certain shipments to New Orleans and Galveston, milled in transit, was dismissed by the Interstate Commerce Commission. The carriers interested waived collection of undercharges found to exist on certain shipments.

THE one great difficulty which the merchant fleet of the United States is facing has nothing to do with allocations, bareboat charters, tariffs, treaties, competency or any other of the great targets at which the critics are wont to shoot. Operating costs—particularly the cost of steamer personnel—must be reduced or the merchant flag of the United States had as well be removed from the taffrail and the personnel left to seek another calling or a call to other colors.—*Gulf Ports Magazine*.

THE Interstate Commerce Commission reaffirmed its decisions that where a carrier, by its tariffs, specifies a certain minimum for a car of certain size, it thereby tenders to the public that rate of transportation; and that when the carrier, for its own convenience, tenders a car of different capacity from that ordered by the shipper the carrier must protect the minimum applicable to the car ordered. This decision was in a case brought by the Northern Grain & Warehouse Co., Portland, Ore., against the Spokane, Portland & Seattle Ry. to recover alleged overcharge on a wheat shipment.

## Trying to Stop Sale of Stored Grain in Minnesota.

Two large milling companies of Minneapolis bot some wheat in that market recently which had been stored in country elevators by the growers and shipped out before being sold by the farmers. In fact the bailee had become so involved he could not pay the bailor for the wheat stored with the result that the farmers followed their wheat to the Minneapolis mills and collected a second time for the wheat. The millers immediately were up in arms, and now insist that sellers shall guarantee that their title to wheat is clear.

The Minnesota Railroad & Warehouse Commission in hope of checking the shipping of grain stored with country elevator operators has issued the following regulation:

Be it resolved that the following regulation be and the same is hereby adopted to become effective Nov. 10, 1921, to-wit:

WHEREAS, By resolution of the Commission adopted Nov. 3, 1921, public local warehouses in the State of Minnesota are required to file with the Commission a bond executed by a surety company, licensed by the State Insurance Commissioner, for the protection of owners of stored grain as provided in Chapter 423, of the laws of 1921; now, therefore, be it

RESOLVED, That in case any local warehouse in this state is unable, for any reason, to file with the Commission, said surety bond on or before Nov. 10, 1921, and keep the same in force, every such public local warehouse shall, on and after Nov. 10, 1921, entirely discontinue the storage of grain and the issuance of storage tickets therefor until such time as the surety bond referred to has been filed with the Commission, be it further

RESOLVED, That if on Nov. 10, 1921, any public local warehouse in this state has been unable to file with the Commission the surety bond referred to, and on the same date has outstanding storage tickets for grain stored prior to Nov. 10, 1921, operators of said local warehouses shall, and they are hereby required immediately to proceed to retire said outstanding storage tickets either by purchasing the same from the owners thereof, either for cash or otherwise, or, if the owners of such storage tickets are unwilling to dispose of the same and if the operators of said public local warehouses do not, on Nov. 10, 1921, have in their possession a quantity of grain equal in kind and quality to the amount of such outstanding storage tickets then, and in such case, the operators of said public local warehouses are hereby required immediately to proceed to accumulate a quantity of grain equal in kind and quality to the amount of said outstanding storage tickets so that they may be in position at any time to deliver the grain represented by the outstanding storage tickets, and be it further

RESOLVED, That every public local warehouse in this state, which shall not have filed with the Railroad and Warehouse Commission the above mentioned bond, on or before Nov. 10, 1921, is hereby required on said date to have posted in a conspicuous place at the entrance of said warehouse and to thereafter maintain the same until such bond shall have been filed with the Commission. A sign reading as follows: "THIS WAREHOUSE DOES NOT ACCEPT GRAIN FOR STORAGE."

P. D. McMillan of the Washburn-Crosby Co., writes: "It has been the common understanding that the seller guarantees title to the wheat which he sells. We believe that a number of years ago there were several instances where the seller sustained certain losses in making this guaranty good. We, of course, would not attempt ourselves to pass on the legal status of this matter, but it is our understanding that the seller is liable to the buyer for any defect in title, not only according to custom, but according to law."

EXPORTATION of wheat from India is prohibited, and announcement was made recently that the prohibition will continue until next March and possibly longer. Millers may re-export 50% of the flour manufactured from imported wheat.

Weight per measured bushel of wheat is 56.6 lbs. this year, compared with 57.9, the 10-year average. One trader has figured that this makes a difference of over 12,000,000 bus. in the 1921 crop. Oats weigh 28.3 lbs. per bu. this year, compared with 32.3 lbs., the 10-year average, and he figures this to reduce the crop 133,000,000 bus.



## Compact Idaho Grain Handling Plant.

The conveniently arranged cribbed grain elevator, feed mill and warehouse, seed warehouse and retail store of George O'Dwyer, Inc., at St. Maries, Idaho, is shown in the photograph and drawing reproduced herewith.

The business conducted required a plant somewhat different from the usual grain elevator, and its erection to replace facilities destroyed by fire some time ago gave opportunity to incorporate ideas that promised to increase the efficiency of both equipment and employees.

As shown by the drawing, the plant is served by a spur track which is privately owned, and the structure stands on private ground. The grain elevator was placed next to the track, and its lower portion which is level with the street in front, was utilized for the 7A Bowsher Mill, the Barnard Barley Mill and the cleaning machinery. The floor level on which the mills stand make it possible to use bins below them for ground products, and sacking is done on a floor level with the railroad tracks. One elevator leg operates to a cupola for handling grain to be placed into the bins above the grinding floor. Electric power for driving the leg, mills and cleaner is furnished by a 15-h.p. F-M Motor.

The warehouse and delivery floor is level with the street, and a continuous chain package elevator is used to elevate sacked grain and baled hay from the railroad or sacking floor to the warehouse and delivery floor. The incline is about 35 degrees. This package elevator is operated by a 3-h.p. F-M Motor.

The elevator portion of the plant is equipped with a Sidney Manlift. Warehouse scales are used, and there is a dormant dial scale on each floor.

A high pressure steam boiler furnishes steam for conditioning grain to be rolled, and it also supplies steam for heating the office and store. Fire protection is provided by a water pipe line which enters the warehouse and extends to the elevator.

The office also is steam heated, a pressure reducing valve being provided in the heating line. A return trap puts the condensation back in the boiler.

The store is located adjacent the street, with the office in the rear. Bins, shelves and counters are provided for the display of the feed and seed products handled; and a display fire-place is built at one side of the main store room as the firm handles brick and fireplaces in addition to its other commodities. A garage is built in one corner of the building, adjacent the street, for the storage of the firm's delivery truck.

Construction work on the plant was started July 10, and the plant was placed in service Oct. 17.

## Coming Conventions.

Jan. 24, 25, 26. Iowa Farmers Grain Dealers Ass'n at Fort Dodge, Ia.

Feb. 14, 15, 16. Illinois Farmers Grain Dealers Ass'n at La Salle, Ill.

Dec. 13, 14, 15. Nebraska Farmers Co-operative Grain & Live Stock State Ass'n, at Omaha, Neb.

HAVANA, CUBA.—C. E. Smith & Co., of Jacksonville, Fla., have closed their office here.

A FARMER near Wellington, Tex., determined by actual experiment that 11 lbs. of coal were required to cook 10 meals, while 10 similar meals were cooked with 9 lbs. of corn. He concluded that corn for which he would get about \$8 a ton delivered in town is cheaper as fuel than coal costing him \$15 delivered on his farm.

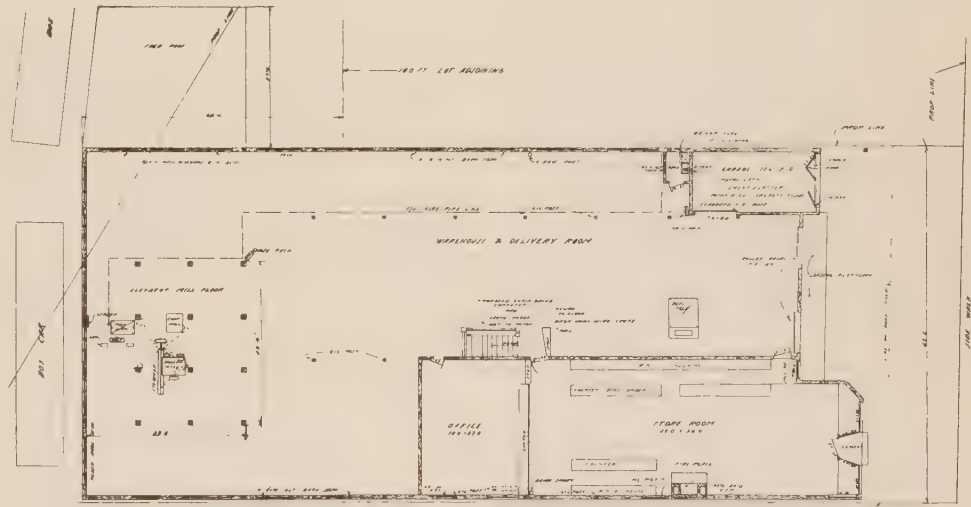
## Soviet Rule in Russia Cause of Famine.

Russian peasants and German settlers throughout the famine areas of Russia are a unit in blaming the present famine conditions in Russia on the Soviet form of government.

Besides requisitioning the farmers' grain, the Soviets took large numbers of the farmers' work horses for their war activities, making it impossible for the producers to cultivate the normal acreage of grain. Then, too, many farmers say that the Soviets even requisitioned their seed grain, making it impossible to plant grain crops as had been intended.

Drought, according to the farmers, was not the real cause of the present situation. They say that thousands starved before the drought as a result of the short sighted activities of Russia's socialistic regime.

MANY are of the opinion that the Fordney tariff bill reducing the import duty on wheat to 25c per bushel will become a law shortly after Congress convenes in December, and as Minneapolis at present prices would be on an import basis, the passage of this bill is expected to have a bearish effect on the market.—Hulburd, Warren & Chandler.



Floor and Ground Plan of Elevator, Feed and Seed Warehouse at St. Maries, Idaho.



Cribbed Grain Elevator, Feed and Seed Warehouses of George O'Dwyer at St. Maries, Idaho.



## Apparent Error by National Arbitration Com'ite.

Shipper's weights were placed secondary to destination weights in a recent decision by Arbitration Com'ite No. 3 of the Grain Dealers National Ass'n.

That this decision should be reversed on appeal would appear from a study of the law and prior decisions of National arbitration com'ites.

As against railroad companies the courts have always held that when the shipper's and the destination weights are equally good the shipper's weight at point of origin is binding on the carrier, a perfectly good weight at point of destination notwithstanding.

So too, in contracts between dealers the courts have held the shipper's weight entitled to the preference. For example in Washburn-Crosby Milling Co. v. O. L. Brown the Appellate Court of Indiana held that the shipper's weights taken at Campbellsburg, Ind., had the preference over the milling company's weights at Louisville, Ky. In this case the court held that altho the contract was for "Our (milling company's) weights and inspection" the shipper had a right to introduce evidence of the weight loaded into the car.—104 N. E. 997.

Brown, the shipper, was given judgment for the full amount of the shortage claimed by the milling company.

The decision by the com'ite in the case of Woolman & Co. v. Circleville Milling Co. also flies in the face of precedents established by prior arbitrations of the National Com'ite. For example a com'ite of the Grain Dealers National Ass'n composed of E. M. Combs, L. W. Gifford and Elmer Hutchinson, on Oct. 6, 1915, held in favor of the shipper, W. F. Starz & Co., Fowler, Ind., against E. L. Wellman of Grand Rapids, Mich. This contract is an exact parallel with that of the Circleville Milling Co. in that the weights were not specified. Plaintiff Wellman said he understood destination weights were to govern, defendant Starz & Co. that shipper's weights were to control. The confirmation sent by Wellman was silent on this point. The Arbitration Com'ite said, ruling in favor of Starz:

"The com'ite believes that by reference to the plaintiff's confirmation the matter of weights is easily and properly determined, as the grain was sold f. o. b. Dun, Barce, or Wadena, and in the absence of any other evidence to the contrary, there can be no question but that the weights furnished at those points should govern. Our ruling is that the claim of E. L. Wellman be not allowed."

The Circleville Milling Co. had the difference with Woolman & Co. up in arbitration with Wells & Co. before the Ohio Grain Dealers Ass'n, which held that the shipper's weights, those of J. E. Wells & Co. governed. But the National Com'ite held just the opposite, as in the following:

**Woolman & Co. v. Circleville Milling Co.**  
This claim is for \$254.95, being a shortage of 8,454 lbs. of oats shipped by the defendant.

The oats were sold by defendant's broker to be No. 2 white oats, federal inspection, but nothing is said in confirmation about weights in either the broker's confirmation or that of defendant.

The oats were shipped to Sayre, Pa., and re-consigned to Leesport, Pa., where car arrived under original seals and apparently in good condition, but upon unloading same it was found that there was but 57,946 lbs. of oats in car which had been billed at 66,400 lbs. Plaintiff duly notified defendant of shortage, and was requested by defendant to furnish proper papers, sworn certificate of outturn weight, car condition report, etc., stating in his letter regarding shortage "by these documents we can in turn collect same from shipper." All papers requested were furnished by plaintiff and were forwarded by defendant to J. E. Wells & Co., Sidney, O., from whom he had purchased the oats. Wells & Co. refused to entertain claim, saying that they were not satisfied with character of certificate of outturn weight furnished by consignees. Both Circleville Milling Co. and J. E. Wells & Co. being members of the Ohio Grain Dealers Ass'n, the matter was submitted to that Ass'n for arbitration, and claim was dismissed by the Arbitration Com'ite. Backed by their decision, Circleville Milling Co. refused to pay claim to Woolman & Co.

Your Com'ite does not admit the premises of the argument of the Arbitration Com'ite of

the Ohio Grain Dealers Ass'n, which is a comparison of the methods of weighing employed by the shipper and receiver, and because in their opinion the methods of the former were apparently better than those of the latter, they denied the claim.

"Destination weights shall govern." What does that phrase mean? Is it true that the receiver's sworn statement that he received only 57,946 lbs. of oats and no more in the car and also that he protected the property during time of unloading are to be set at naught because it is some one's opinion that his methods were not as careful and accurate as the shipper's?

Official weights are always accepted unless proof of error can be shown, and your Com'ite feels that "destination weights" must be accorded the same right. No fraud, negligence, error or any other proof to discredit the sworn statement of the receiver has been produced. Furthermore, it has not been shown that the oats were not lost in transit, for altho cars have arrived in good condition with original seals unbroken, shortages have occurred which upon investigation have been found to be due to faulty equipment, that the car had been sent to the repair shops, repairs made and nothing to show on the face of it that anything had happened to car while in transit.

In view of these facts, your Com'ite orders the defendant to pay the plaintiff's claim in full and also the cost of this arbitration.

Arbitration Com'ite No. 3, Grain Dealers National Ass'n, S. L. Rice, Frank A. Coles, Thos. C. Craft, Jr.

This apparently erroneous decision by the National Com'ite leaves the Circleville Milling Co. in a bad position, as will be seen from their letter, following:

Circleville, O., Nov. 22, 1921.  
Grain Dealers Journal: In regard to the Woolman case decided against us by the Grain Dealers National Ass'n, would say we purchased of J. E. Wells Co. of Sidney, O., a car of oats which was forwarded by it from Kirkwood, Ohio, billed to Sayre, Pa., and diverted to Leesport, Pa. The shipment was made on March 12th, 1920, in N. Y. C. car 115594. The weight billed was 66400 lbs.; the weight reported on arrival was 57946 lbs.

Woolman & Co., the purchasers of the car, made claim against us which was arbitrated before the Grain Dealers' National Ass'n. Prior to that we had made claim against The J. E. Wells Co. This was tried before the Ohio Grain Dealers Ass'n, and was also decided against us. We are in an uncomfortable position. One of these decisions is wrong.—The Circleville Milling Co., by F. O. Warren.

## East to Protest Gulf Export Rates.

Atlantic coast ports from Boston to Newport News, the rail lines serving those ports, several western lines which originate traffic that moves to the Atlantic seaboard for export, and several ocean steamship lines are preparing to present a complaint to the Interstate Commerce Commission in which it will be charged that discriminatory rates to Gulf ports on export grain are operating to the disadvantage of the Eastern interests.

Carriers serving the Gulf will be expected to support the present rates to Gulf ports. Grain exchanges thruout the country will be interested in the matter, as will country grain shippers generally.

It is the hope of the complainants that the Commission can be induced to fix new differentials to Gulf ports, and in that case ocean lines will re-establish prewar ocean rates from the Gulf. This would place Gulf and Atlantic ports on the old basis, thru the combination of rail and ocean rates.

The Commercial Exchange of Philadelphia has been largely instrumental in preparing data for the complaint.

SIR John Kennedy, who was largely responsible for, and for a long time in charge of, river and harbor improvements at Montreal, Canada, died recently. He dredged the river channel from Quebec to Montreal so that large ships could proceed to the latter city, thus making possible erection of the large elevators.

MARKET REPORTS are to be sent by wireless from the office of the state sup't of markets in the state house at Columbus, O. The sending apparatus at the state university will be utilized, and receiving equipment is being installed in the offices of county agents in various Ohio counties. The reports are to be transmitted at 9 a. m. and 11 a. m. daily.

## Crop Mortgage Not Valid against Buyer of Grain.

The Supreme Court of North Dakota on Sept. 26, 1921, decided in favor of defendants, Dayton & Carroll, and against plaintiffs, American State Bank, of Burlington, N. D., in a suit to recover under a chattel mortgage.

In November, 1917, Chris Gobernatz gave the bank a chattel mortgage covering the personal property and the crop to be grown on a farm, to secure an indebtedness of \$2,781.32. The following month he gave the bank a second mortgage on the same property, the land being owned by J. Olsen, who was president of the bank, Gobernatz being tenant.

During the fall of 1918 Gobernatz hauled part of his crop to the Olsen-Warner Grain Co., at Burlington, for which payment was made to Olsen, the landlord. Part of his crop he hauled to defendants, Dayton & Carroll, at Glenburn, for which the latter paid the market price. It is for this payment the bank started suit.

The Supreme Court of North Dakota said: The respondents justify the judgment of the trial court dismissing the action upon several grounds. It is contended: (1) That the evidence is insufficient to identify the grain purchased by the defendants as grain raised upon the west half of section 5, township 157, range 83, covered by the appellant's mortgages; (2) that the mortgages were not entitled to be filed under chapter 108, Session Laws of 1917, on account of their form; and (3) that the evidence fails to show the receipt by the mortgagor of copies of the mortgages at the time they were executed. After a careful examination of the record we find it unnecessary to consider any question other than the first, viz., that the evidence does not identify the wheat Gobernatz sold to the defendants as the wheat covered by the appellant's mortgages.

The nearest approach to evidence of the identity of the grain sold to the defendants is that of one Warner, an officer of the plaintiff bank. He testified that during the season of 1918 he was out to Gobernatz's place a number of times; that he was familiar with his farming operations, and knew what land he put into crops; and that he seeded and raised oats on the north-east quarter of section 6, which, he stated, was the only land he farmed, aside from the half section covered by the crop mortgages in question. He stated that he did not know, of his own knowledge, where the wheat, aside from that delivered to the Burlington elevator, was hauled to, or where any of the grain hauled by Gobernatz came from. We are of the opinion that this evidence is not sufficient to sustain the plaintiff's burden of proving that the defendants purchased the grain covered by the plaintiff's mortgages.

The sale of the mortgaged grain to the defendants would have involved a criminal act on the part of Gobernatz, and it cannot be assumed that such an offense was committed by him, where the evidence going to negative other sources of the grain sold is not stronger and more direct than that in the instant case. The source of wheat sold is not ordinarily a fact so difficult of proof as to require its establishment by evidence which is so remote and circumstantial as that in the instant case. The facts in this case are scarcely distinguishable from the facts in the case of State Bank v. Bismarck Elevator & Investment Co., 31 N. D. 102, 153 N. W. 459, in which it was held that the evidence did not do more than give rise to a suspicion. It was there held that a verdict founded on surmise, conjecture, or guess alone was not sufficiently supported by evidence.

For the foregoing reasons, we are of the opinion that no error was committed in entering a judgment of dismissal, and it is affirmed.—184 N. W. Rep. 665.

THE Welland Canal is expected to close for the season about Dec. 15. The past summer and fall has been one of the most active of the canal's history, grain cargoes to Montreal having been unusually numerous.

PIPING WHEAT to market is the method adopted by a farmer near Rock Island, Wash. His farm is on the top of a high plateau near the town, and he has run a 2,500-ft. line of galvanized pipe to a point adjacent the railroad. Wheat is poured into a hopper at the top and it flows out the bottom at a rate that fills a sack per minute. A sacking device from a threshing machine has been installed at the lower end. Formerly the farmer hauled his grain 18 miles to get down off the plateau.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, improvements, fires and accidents are welcome. Let us hear from you.

## ARKANSAS

Stuttgart, Ark.—The warehouse of the Arkansas Grain Co. burned recently.

## CALIFORNIA

Tulare, Cal.—R. E. Farthing of Oakland has opened an office here and is operating as the Tulare Grain Co.

San Francisco, Cal.—Evans & Breckenridge will open an office in the Merchants Exchange; will represent the Colorado Milling & Elevator Co. at this port.

## CANADA

Ryley, Alta.—The Alberta Pacific Grain Co. is building a new elevator near its present one here.

Vancouver, B. C.—Winnipeg capitalists are said to be interested in building a large port elevator here.

Red Deer, Alta.—M. M. Cook is now manager for the United Grain Growers here. He was formerly at Bashaw.

Calgary, Alta.—The Home Grain Co. is now operating the elevator of the Terminal Grain Co. with R. M. Mahoney as manager.

Edmonton, Alta.—J. B. Stewart, manager for the United Grain Growers at Olds, is now manager for the Gillespie Elevator Co. here.

Montreal, Que.—The St. Lawrence Flour Co., Ltd., suffered a fire loss of about \$15,000 when fire broke out in the cooperage plant.

Dresden, Ont.—The plant of the Lawrence & Wakefield Co., containing 10,000 bushels of wheat in the elevator, burned recently with a loss of \$75,000, covered by insurance.

Manville, Alta.—Manager Jones of the local elevator was struck on the head by a large pulley weight while riding on the manlift. He was knocked off the lift and fell a distance of 25 ft. His injuries are serious.

Olds, Alta.—P. Baker has succeeded J. B. Stewart as manager for the United Grain Growers here, having formerly been manager at Standard. Mr. Stewart has gone to Edmonton to be manager for the Gillespie Elevator Co.

## TORONTO LETTER.

Wilmot L. Matthews, president of W. D. Matthews & Co., has just been elected to the directorate of the Toronto General Trusts Corp.

The N. Bawlf Grain Co., Inc., has closed its office here and David Stewart, manager, will return to the head office at Winnipeg.

At the recent meeting of the Eastern Grain Standard Board here, it was found that there were not samples enough to fix the grade. Another meeting will be held this week.

## WINNIPEG LETTER.

The Peaker-Gibson Grain Co. has succeeded the Peaker Grain Co.

The Board of Grain Commissioners has brought suit against the Manitoba Grain Co., Ltd., for operating as a grain commission house without a license. This is the company that formerly operated at the Adanac Grain Co.

Geo. Langley has succeeded J. A. Maharg as president of the Saskatchewan Co-op Elevator Co. Hon. Langley was minister of municipal affairs of Saskatchewan but resigned his office. Mr. Maharg is just entering the political field.

Winnipeg, Man.—The injunction obtained by the Grain Exchange stopping the work of the special investigation of the Royal Commission, has been dissolved, the Manitoba Court of Appeals finding the appointment of the commission valid. It is not that much will be done, however, before election which will take place shortly.

## COLORADO

Denver, Colo.—We have changed our address to 1402 16th st.—Western Producers Sales Co.

## IDAHO

St. Maries, Ida.—We will probably install a larger feed grinder in a few months.—Geo. O'Dwyer, Inc.

## ILLINOIS

Morton, Ill.—The Santa Fe Elevator of J. S. McDonald is closed at present.

Beason, Ill.—The Farmers Grain Co. has bought the elevator of the Henkle Grain Co.

Exline, Ill.—The Farmers Elevator Co. is painting its office and cleaning up the plant.

Arnold, Ill.—The Arnold Co-op Grain Co. has succeeded the Arnold Farmers Elevator Co.

Fullerton (Farmers City, R. R. 4), Ill.—Elmer Reed is agent for the Harrison & Ward Co. here.

Kewanee, Ill.—F. E. Good has succeeded G. W. Morrison as manager for the Farmers Co-op Elevator Co.

Ipava, Ill.—The Farmers Elevator Co. has just completed a \$5,000 warehouse adjacent to the elevator for side lines.

Coal City, Ill.—J. W. and Chas. E. Bookwalter have bought the grain and milling property of John Trotter & Sons.

Tonica, Ill.—C. A. Pfund, of Mendota, has bought the south elevator of G. A. Cope and will take possession at once.

Sycamore, Ill.—We have completed our new office and a 16-ft. shed which give every satisfaction.—Farmers Elevator Co.

Thomasboro, Ill.—Albert L. Schaeede has succeeded R. E. Reising as manager for the Farmers Grain, Lumber & Coal Co.

Cambridge, Ill.—Walter Powers has bought the half interest of A. L. Arthens in Kellogg & Arthens. He will take possession Jan. 1.

Chrisman, Ill.—My connection with the Henry C. Woodyard Grain Co. at Woodyard will make no change in the firm of Jones & Waldruff.—Oscar Jones.

Holcomb, Ill.—I have sold my business and rented all my property to Robt. P. Sheaff, of Rochelle. He will take possession Nov. 28.—Holmes Hagaman.

Manlius, Ill.—Our elevator has been completely overhauled and is now in first class condition.—G. O. Stremmel, manager. Bollman Grain & Coal Co.

Dayton, Ill.—We have installed a new motor in our elevator here. Have built new storage and feed warehouse.—Carter Grain & Lbr. Co., Ottawa.

Cadwell, Ill.—The elevator of Craig Bros., containing 2,500 bushels of old corn, burned at 9 p. m. Nov. 7. The loss is about half covered by insurance.

Findlay, Ill.—We have completed a 12,000-bushel addition to our elevator and have added a new corn loader.—F. S. Combs, manager. Findlay Grain & Coal Co.

Sheridan Junction, Ill.—We have installed a truck scale and built a new office, lumber shed and store room here.—Carter Grain & Lumber Co., Ottawa.

Naples, Ill.—I sold my interest in the grain business here to Fletcher Blackburn.—Harvey Green. (The elevator is now operated as the Blackburn-Houston Grain Co.)

Argenta, Ill.—The Argenta Grain & Milling Co. has succeeded the Argenta Grain Co. and has leased the mill, which will be operated as the Argenta Milling Co., with Hugh Martin as manager.—H. C. Luckenbill, manager. Argenta Grain & Milling Co.

Hillsdale, Ill.—The Farmers Co-op Elevator Co. is building a 3,000-bushel corn crib, 80 ft. long. The cement foundation is nearly completed.

El Paso, Ill.—I will rebuild my elevator in the spring and continue in the grain business.—John Kinsella. (The elevator burned July 19.)

Barclay (Buffalo Hart p. o.), Ill.—Contract for the new elevator of the Barclay Co-op Grain Co. has been let to Ballinger & McAllister.

Williamsburg, Ill.—We have sold our business here to R. E. Bowers and have given possession of same.—W. H. Whitelock & Sons, Arthur.

Newman, Ill.—The 100,000-bushel elevator and ear corn house of the Farmers Grain & Lumber Co. has just been completed by the Corn Belt Construction Co., which had the contract.

Perdueville (Paxton p. o.), Ill.—Our newest and best elevator burned Sept. 24, but we have an older and smaller elevator which we can and are using.—J. A. Kemp, manager. Carson Grain Co.

Stanford, Ill.—We completed our new 30,000-bushel elevator Oct. 1 and had it full of grain in 10 days. It is up-to-date in every way. Geo. Saathoff has the contract.—Murphy & Ewing.

Woodyards (Chrisman p. o.), Ill.—Henry C. Woodyard, of Paris, has bought the elevator of the National Elevator Co. here and will operate as the Woodyard Grain Co. I will be manager.—Oscar Jones.

Hoopeston, Ill.—John W. Fogelsong has resigned as manager for the J. C. Shaffer & Co., of Chicago, here and is said to be considering the entering of the grain brokerage business on his own account.

Manito, Ill.—O. R. Wissman is now in charge of the elevator of the Turner-Hudnut Co., succeeding A. P. Cox who dropped dead last week. Mr. Wissman was formerly connected with the same company at Havana.

St. David, Ill.—We have completed our 16x48 ft. warehouse and are operating it. Have concrete foundation and floors and 22 gage galvanized sheets on sides and roof.—E. G. Carver, Farmers Co-op Grain & Supply Co.

Wilton (Manhattan p. o.), Ill.—We have completed a 25,000-bushel iron-clad elevator and installed a dump. We also built a nice home for our manager at Andres.—Andres & Wilton Farmers Grain & Supply Co., E. A. Stauffenberg, manager.

Tucker (Bourbonnais p. o.), Ill.—Weak places and leaks in the bin walls of the elevator of the Farmers Elevator Co. of Manteno, built here 4 years ago, are reported. The places have been patched up and the elevator is operating as usual.

Petersburg, Ill.—An attempt to burn the elevator of the Turner-Hudnut Co. was made Nov. 12 by a man giving his name as Ryal Potter, 29 years old, who said his only reason was that he wanted to see the elevator burn. He succeeded in destroying 300 gallons of gasoline near the elevator, but the house was saved.

Malden, Ill.—The safe in the office of the elevator of the Malden Grain Co. was blown open recently and \$500 secured, including \$300 worth of Liberty Bonds and cash. Insurance policies, fire records, etc., all bound together with a rubber band found some 2 miles from the elevator, gave the first alarm. Investigation showed the wrecked safe, but the office was not disturbed. Attempts to gain entrance to the elevator of the Armour Grain Co. were unsuccessful.

Litchfield, Ill.—Chas. B. Munday, who, in 1914, wrecked the La Salle Street Trust & Savings Bank of Chicago and carried to ruin the Litchfield Milling & Grain Co., has been released from Joliet penitentiary after serving 11 months of a 3-year sentence. Ill health is given as the cause of the parole. Mr. Munday says he will let the banking business alone now and go back into the milling and grain trade. He says he will go to work as soon as possible and open the mills here. The elevator was sold in 1917 to the Buscher Carrico Grain Co.

Hume, Ill.—Claude Turner, of Murdock, for many years manager of the elevator of the company in that city, has formed a company and has bought 5 of the elevators of the National Elevator Co., two at this station, and one each at Hildreth, Jessie and Hughes. Another company has bought the elevators of the same company at Murdock, McCown and Camargo. Arrangements have been made for the Farmers Elevator Co. to take over the National Elevator at Mortimer and this leaves only one elevator to be disposed of, the one at Neuman, which has not yet been sold.



## CHICAGO NOTES.

Memberships in the Board of Trade are now quoted at \$6,700 net to buyer.

Shearson, Hammill & Co. have withdrawn from membership in the Board of Trade Clearing House.

New members of the Board of Trade are Bruno Reinicke, Jr., Geffory A. Lauzier and Alba C. H. Cromer.

Harry C. Halliday, of Cairo, recently sold his membership in the Board of Trade for \$6,850. He had been a member about 6 years.

Harvey L. Boyer has been suspended from the privileges of the Board of Trade for six months for violation of the rules, and when he returns to the wheat pit will probably not get in so deep.

A. C. Terrill & Co. have decided to keep their office in the Sheridan Plaza Hotel open at night. The company holding membership in the Board of Trade, is correspondent for E. W. Wagner & Co.

The Board of Trade American Legion Post, No. 304, gave a dance in the smoking room of the Board Nov. 10, which was reported a thoroughly enjoyable affair by all who attended. The room was profusely decorated with flags and bunting in honor of "Armistice" day.

E. B. Conover of Springfield, Ill., was expelled from membership in the Board of Trade Nov. 8 on a charge of dishonorable conduct, and his membership forfeited. He is said to have loaded grain out of an elevator at Peoria and failed to cancel the warehouse receipts.

Willis I. Saunders, who had been with the weighing department of the Board of Trade for 33 years, died Nov. 8, after an operation. He had been connected with the Board in one capacity or another for over 40 years, and his father, Austin Saunders, had been a grain sampler. His many friends sympathize with his widow and daughter.

Frederick W. Scott, a member of the Board of Trade for many years, died unexpectedly Nov. 13, after an operation. Tho uniformly successful as a trader on his own account he was quiet and unassuming and always willing to aid the less fortunate. He was one of the best-liked men on the Board. As a boy his career began with the one-time firm of John T. Lester & Co.

## SPRINGFIELD LETTER.

H. E. Ensley is out of the grain business here as is C. M. Wood.

The American Grain Co. of Decatur, has an office here with G. E. Conover as mgr.

The Jos. Schafer Mill & Elevtr. Co. plans to build a concrete elevator here in the spring.

We have bot the 3 elevtrs. of E. B. Conover at Dawson, Elkhart and Kilbourne.—Fernandes Grain Co.

## INDIANA

Macy, Ind.—Our elevator is being operated by J. F. Crouder at present.—C. B.

Cannellton, Ind.—The Cannellton Flour Mills Co. suffered a small fire loss Oct. 14.

Evansville, Ind.—I am now connected with the Southern Grain Co. here.—W. H. Danes.

Winamac, Ind.—The Farmers Elevtr. Co. and the Co-op. Elevtr. Co. at this station are one firm.

Liberty, Ind.—I am prop. of the Union Grain Co. here, formerly John F. Carlos & Co.—Geo. A. Coughlin.

Warsaw, Ind.—Chas. E. Oliver and Ernest E. Hull are now operating the Warsaw Milling & Grain Co.

New members of the Indiana Grain Dealers Ass'n are Barton & Co., Ridgeville, and Harry E. Garrison, Raub, Ind.

Ligonier, Ind.—Frank O'Dell of Geneva has succeeded W. A. Jackson as mgr. for the Farmers Co-op. Elevtr. Co.

Indianapolis, Ind.—The Urmston Grain Co., which has maintained an office at Elwood, has consolidated it with the office here.

Spiceland, Ind.—We have almost completed our 15,000-bu. elevator and I am mgr. of the company.—Fred Paul, Spiceland Grain Co.

Plymouth, Ind.—The office of the elevator of E. N. Cook has been painted inside and out, new floors put in, and other improvements made.

Gessie, Ind.—We expect to install a feed grinder in our new warehouse which will require another 10-h.p. engine.—Gessie Grain Co.

Crete, Ind.—We have incorporated and bot the elevator of Geo. P. Bowen & Co. John C. Bunch is pres.—H. L. Welch, mgr. Crete Elevtr. Co.

Fowlerton, Ind.—We have completed our new coal bunkers and a 22x72 ft. warehouse.—D. C. Duling, sec'y-treas. Fowlerton Elevtr. & Feed Co.

Lapel, Ind.—The recently incorporated Lapel Lumber & Grain Co. has taken over the elevator of the Woodward Bros. recently bot by W. B. Fisher.

Kitchel, Ind.—I did not enter the grain trade on my own account as reported but am mgr. for the Farmers National Grain Ass'n here.—W. M. Kennedy.

Deedsville, Ind.—John C. Duffy has bot the elevator of Chester D. Morgan for \$4,000. The sale covers the building only as the site is leased from the L. E. Ry. Co.

Kimmel, Ind.—The Kimmel Co-op. Ass'n has no elevator at present, but will either buy the one here or build. At present the company is handling only feed, livestock and fertilizer.

Poseyville, Ind.—Geo. Couch & Sons, of West Salem, Ill., are operating the elevator here now. They bot the house of the Poseyville Milling Co.—P. Reising & Sons. (The house has been repaired lately.)

Flat Rock, Ind.—Martin Cutsinger is now in possession of the elevator, he recently leased here. It is under the management of myself and H. H. Mentz. Coal, flour and feed are side lines.—W. R. Nading.

Seymour, Ind.—The Farmers Co-op. Elevtr. Co. will install a feed grinder and crusher. It will be installed in the elevator. The company has started a branch feed store and grain exchange at Brownstown.—C. R. Jackson.

Nortonburg (Hope p. o.), Ind.—F. C. Griffith now owns and operates the elevators at Columbus and at this station, formerly owned and operated by H. G. Griffith, who died Feb. 19.—Geo. E. Armstrong, mgr. Griffith Elevtr.

Mardenis, Ind.—On Nov. 7 E. P. Beaver was appointed receiver of the Mardenis Equity Exchange with elevators at this city, Markle, Roanoke and Simpson. The assets are listed at \$45,000 and the liabilities at \$70,000.

Knox, Ind.—We have not built our elevator yet. Farmers are in a bad way for money out here, so we are using a dump for loading grain. We expect to build when money gets easier.—W. M. Quick, mgr. Farmers Co-op. Co.

Urbana, Ind.—Fire broke out in the office of Kinsey Bros. Oct. 31 about 8 p. m. and for a time looked like a good blaze. It was, however, put out with little damage and the elevator, which is near but not connected with the building, was at no time in danger.

Huntingburg, Ind.—We are now excavating for our new mill to be built in connection with the new elevator. It will have 2 units of 250 bbls. each and will be equipped thruout with electricity—Wallace Milling Co. (Ballinger & McAllister have the contract.)

Indianapolis, Ind.—The receivership of the Belt Elevtr. & Feed Co. has been set aside and I have been doing business under my own name since Oct. 10. The Belt Elevtr. suffered a loss in the declining market, but believe I will be able to right matters again.—Fred A. Vawter.

## IOWA

Owasa, Ia.—R. H. Johns is our mgr.—Farmers Co-op. Elevtr. Co.

George, Ia.—We have just installed a 10-ton truck scale.—Farmers Elevtr. Co.

Bagley, Ia.—The Farmers Elevtr. Co. has installed a motor and repaired its elevator.

Fremont, Ia.—W. E. Ehrhardt has installed a new warehouse shelter.—J. E. Kennel.

Greenfield, Ia.—O. N. Olson has succeeded Kirby Shadle as mgr. of the Farmers Co-op. Co.

Waukee, Ia.—We have installed a 10-ton scale and dumps.—E. E. Ozburn, mgr. Farmers Elevtr. Co.

Radcliffe, Ia.—The Farmers Elevtr. Co. has completed a salt room adjacent to the new elevator.

Cedar Rapids, Ia.—The old offices of Simons Day & Co. have been taken over by James E. Bennett & Co.

Holstein, Ia.—The Farmers Elevtr. Co. has increased its capital stock by an issue of \$7,350 in common stock.

Tingley, Ia.—The cement foundation for our wooden elevator is completed.—H. W. Ferguson, Farmers Union Co-op. Co.

Parkersburg, Ia.—The Independent Grain & Lbr. Co. lost its elevator last July and has moved the old Kennedy Elevtr. to the site.

Marshalltown, Ia.—The Kessler Grain Co. incorporated for \$25,000. Ellen A. Kessler, pres., sec'y and treas. (Reported successor to the Bowles-Kessler Grain Co.)

Maxwell, Ia.—The King Wilder Grain Co. has bot the elevator of the Ray Grain Co., of which Fred O. Ray is prop. Mr. Ray will stay with the new company for a time.

Estherville, Ia.—We still maintain our office here.—Harper & Sons, Des Moines. (It was reported this office was closed and Mgr. Purkins transferred to the Perry office.)

Libertyville, Ia.—Harlie Yost died last May and Yost, Workman & Co., of which he was a partner, is out of business. Mail addressed to them is still being sent by many commission firms.—A. H. Miller.

Odebolt, Ia.—Rueckheim Bros. & Eckstein, the "Cracker Jack" kings, have bot a lot with a double crib just south of their own new crib and the lots and cribs across the tracks, all belonging to the Farmers Elevtr. Co.

Modale, Ia.—The Nye-Schneider-Jenks Co. is building a new concrete elevator to replace the house burned Sept. 4. The driveway is finished and the 6 tanks tower above it. The elevator will be 100 ft. high and have a capacity of 40,000 bus.

McPherson (Red Oak p. o.), Ia.—I have bot an acre lot here and will build a 10,000-bu. elevator, store, garage and home on it. Will also have coal sheds and scales repaired. Lumber on ground now for work which will start soon.—J. M. Lake.

Burlington, Ia.—The Burlington Elevtr. operated by the Trans-Mississippi Grain Co. under lease is being remodeled, the entire east side of the elevator being changed. A new track has been laid, new receiving pits and legs installed and the entire plant electrified.

Ames, Ia.—Robert Bell, said to have been employed by the Ames Grain & Elevtr. Co., was smothered Nov. 17, when he attempted to dislodge a mass of chaff in a bin. The chaff fell and before he could step out of the way, buried him. Altho help was near at hand he was dead when taken out of the pile.

Pocahontas, Ia.—R. H. Patterson, who owned a controlling interest in the Pocahontas Grain Co., was found unconscious on the steps of a house near his home Nov. 11. The next day he seemed to be all right and was up and around his business. On the 15th, however, he became unconscious and died in a few moments. His death was said to be due to hemorrhage of the brain. He was 42 and well known to the grain world.

Marne, Ia.—The Farmers Elevtr. Co., after having auditors go over its books, announces that they balance to a penny and thus the mystery of the disappearance of Mgr. Clarence Squires on Oct. 24 is deepened. No trace of him has been found since he left to visit his farm at Fletcher Chapel that day, except his abandoned automobile which was discovered in Council Bluffs last week.

## KANSAS

Randolph, Kan.—The Farmers Union Co-op. Ass'n has built a new warehouse adjacent to the elevator.

Edna, Kan.—C. S. Carlton, a grain buyer, has bot the feed store of the Wilmoth Grain Co. and is operating it.

Bigelow, Kan.—The Farmers Co-op. Grain Co. intends to repair its elevator and to put on galvanized roof and siding.

The next annual meeting of the Kansas Grain Dealers Ass'n will be held in Wichita, in May, 1922, according to Sec'y Smiley.

Ness City, Kan.—The elevator of the Farmers Grain Co. has been completed and will soon be put into operation.—H. H. Burns, mgr.



Cherryvale, Kan.—Leslie Jackson has bot the property of the Cherryvale Grain & Lbr. Co. owned by H. V. Rounds.

Topeka, Kan.—"Chet" Weekes has gone into the grain business on his own account and has an office in the Board of Trade Annex.

Galatia, Kan.—The new plant of the Farmers Milling Co. is practically completed. G. R. Nuss and Wm. Funk are interested.

Almena, Kan.—I am in charge of the elvtr. of the Farmers Elvtr. Co., succeeding Frank Taylor, who died Nov. 1.—C. W. Howland.

Huscher, Kan.—Jack Bane, formerly agt. for Bossemeyer Bros. here, is now mgr. for the Jewell Farmers Union Co-op. Ass'n at Esbon.

Pratt, Kan.—The Equity Exchange is putting a basement under its warehouse and otherwise repairing the elvtr. A feed mill will also be installed.

Wilmore, Kan.—The Bell Grain Co. sold its elvtr. to W. R. Johnson, of Coldwater, and it is now being operated as the Peoples Grain Co.—F. E. Vance, mgr.

Leoti, Kan.—In all probability some new machinery will be installed in the Leoti Mill this spring. Tribble & Schuerman are installing new car loading machinery.—Robt. Tribble.

Lebo, Kan.—We have completed our 20,000-bu. concrete elvtr. and have given it a good hard work out. It is satisfactory. The Mid-West Constr. Co. had the contract.—Grangers Co-op. Ass'n.

Emmett, Kan.—Our elvtr. burned June 24 last and we will not be in a position to rebuild it. Thos. White of St. Mary's has secured the lease and has started work on a new elvtr. Schoop shovellers are active in the meantime.—V. C. Gilligan, mgr. Farmers Union Co-op. Elvtr. & Merc. Co.

Lenora, Kan.—The elvtr. of the Turner Grain Co. burned at 2:30 a. m. Oct. 31, and was a total loss with contents and two cars standing near it. The elvtr. of the Farmers Elvtr. Co. caught from the burning house and for a time all efforts were needed to save it from a similar fate. W. L. Turner writes Nov. 10: Our loss amounts to about \$14,000. (This is the elvtr. that has been variously reported as the Fuller and the Decker Elvtr.)

## MARYLAND

### BALTIMORE LETTER.

Memberships in the Chamber of Commerce are selling at \$225.

Clarence A. Euler & Co. have moved to new quarters on Park Heights Ave., not O'Donnel St. as reported.

John A. Peterson, supt. of the Western Maryland Elvtr., has applied for membership in the Chamber of Commerce.

New members of the Chamber of Commerce are Jas. E. Bennett, Irving T. Hall, J. A. Peterson, John H. Gildea, 3d., Geo. E. Simmonds and Thos. E. Cottman.

The silver loving cup, recently offered by Pres. Geo. S. Jackson for the best "golfer" of the Chamber of Commerce, was won by Ferdinand Meyer, Jr., who defeated W. Le Roy Snyder in the final contest. The consolation prize was captured by J. Murdock Dennis, a silver buckled belt offered by Vice-Pres. A. W. Mears.

## MICHIGAN

Davisburg, Mich.—I have succeeded F. S. Stiles.—R. W. Pepper.

Gowen, Mich.—I cannot complete my elvtr. this year.—Albert M. Peterson.

Wheeler, Mich.—H. B. Walcott is mgr. for us.—Breckinridge Farmers Elvtr. Co.

Wayne, Mich.—We recently sold our plant to Harry Goodman.—Stellwagen & Snyder.

Marine City, Mich.—The Marine City Elvtr. Ass'n will soon be ready to build an elvtr.

Zeeland, Mich.—Mail addressed to the Zeeland Milling Co. is returned marked "Out of business."

Moline, Mich.—C. B. Smith is out of business here.—M. R. Trautman, mgr. Farm Buro Co-op. Ass'n.

Alpena, Mich.—The Martindale Grain & Bean Co. has succeeded the Kimball Martindale Co.—Thunder Bay Milling Co.

Washington, Mich.—Mail addressed to the Washington Elvtr. Co. is returned marked "Gone out of business."

Bradleyville (Pt. Huron p. o.), Mich.—Mail addressed to the Farmers Co-op. Elvtr. Co. is returned marked "unclaimed."

Bridgewater, Mich.—We have succeeded Reutchker, Klager & Scheurer. C. F. Scheurer is mgr.—Farmers Produce Co.

Beulah, Mich.—We are the only regular dealers here. Have a scoop shoveler.—C. L. Finch, mgr. Benzie Farms Co-op. Ass'n.

Prattville, Mich.—We have just completed our new elvtr.—C. E. Breker, mgr. Farmers Co-op. Ass'n. (The old house burned Jan. 17.)

Ravenna, Mich.—Farmers are talking of building an elvtr., but I don't believe it will materialize.—A. E. Young, only elvtr. owner here.

Charlevoix, Mich.—E. J. Shapton is our mgr. We have just bot a warehouse here and will handle grain and hay.—Charlevoix Co-op. Ass'n.

Bellevue, Mich.—We have succeeded the Bellevue Elvtr. & Warehouse Co. and G. Owen is mgr.—Bellevue Co-op. Elvtr. & Warehouse Co.

Adrian, Mich.—The report that Jas. Stevenson & Son are out of business here is erroneous. We are not out of business.—Jas. Stevenson & Son.

New Haven, Mich.—We have sold out to the New Haven Farmers Elvtr. Co. at this point. Paul Pulla is mgr.—New Haven Elvtr. Co., Marine City.

Elsie, Mich.—We have only commenced business here, but will handle grain, feeds, seeds, salt, etc.—Curtis Elvtr. & Supply Co., Earl Jones, prop.

Stanton, Mich.—G. W. Hardy is now mgr. for us and C. O. Burgess has succeeded B. E. Caldwell as owner of the other elvtr.—Gleaners Clearing House Ass'n.

Hemans, Mich.—The elvtr. of the Lamotte Farmers Elvtr. Co. burned in January, 1920, and we are now the only dealers here.—The Hemans Co-op. Elvtr. Co.

Walled Lake, Mich.—I sold my elvtr. here and it was remodeled for other business so that now there is no elvtr. here. I have discontinued the handling of grain.—C. G. Freeman.

Clare, Mich.—Geo. Johnson, formerly mgr. for the Saginaw Milling Co., and W. G. McAllister, for the past 4 years mgr. for the Clare Hay, Grain & Bean Co., have bot the elvtr. of the Saginaw Milling Co.

Minden City, Mich.—The Minden-Palms Farm Buro has at last raised the necessary funds to buy the elvtr. of L. H. Riedel & Sons and is in possession. Arthur Moses is mgr. of the elvtr. and will look out for the grain, while Bert Teeple is office mgr. Riedel retained the lumber yards.

Bay City, Mich.—The Kimball Martindale Co. was dissolved in August and is out of business. The Martindale Bean & Grain Co. succeeded it at Munger, Linwood, Pinconning, Rhodes, Pine River, Mikado, Alpena, Millersburg, Posen and this city, as well as at Lupton and Comins where we are open certain times during the year.—Martindale Bean & Grain Co.

Lansing, Mich.—The elvtr. formerly operated by M. Langebacher is now operated by his wife's brother under the name of the Lansing Grain Co. The Michigan Elvtr. Exchange has no plant here but an office in the Farm Buro. L. E. Cemer is grain mgr. I am mgr. for the grain end of the business of Chatterton & Son. We operate about 20 elvtrs.—Robert Ryon, Chatterton & Son.

Reed City, Mich.—M. Zylstra is now mgr. for the Gleaners Clearing House Ass'n here.—Smith Elvtr. Co.

Atwater (Bad Axe p. o.), Mich.—A. R. Thomas is now mgr. for us.—Atwater Farmers & Gleaners Co-op. Elvtr. Co.

Pontiac, Mich.—I have discontinued the handling of grain. Only elvtr. here now is that of C. E. Dupuy & Co. Think Mr. Dupuy is pres and mgr.—C. G. Freeman.

## MINNESOTA

Clitherall, Minn.—The Clitherall Grain Ass'n has not rebuilt its elvtr. burned July 17.

Williams, Minn.—Tom Perra is reported to be about to build an elvtr. here for his son, Geo. of Mahanomen.

Douglas, Minn.—We own and operate the elvtr. formerly owned by Ballard & Trimble.—H. E. Braun, mgr. Louis Hanson & Co.

Savage, Minn.—C. L. Kline, mgr. for the Farmers Co-op. Elvtr. Co., reports there are two good elvtrs. for sale at this station.

Montevideo, Minn.—The elvtr. of the Farmers & Mercantile Elvtr. Co. is reported closed on account of financial difficulties. Healy, Ower & Hartzell have been operating the elvtr. with the farmers in an attempt to get it on its feet.

### DULUTH LETTER.

Carlisle Hasting has been admitted to membership in the Board of Trade.

L. Brisley, cash grain man for W. C. Mitchell & Co. has been transferred to the Minneapolis office of the company.

I was with the W. C. Mitchell Co., but am now in business for myself, operating as Warren F. Starkey. The Mitchell office here is not closed.—Warren F. Starkey.

The Bartlett-Frazier Co. will occupy the offices recently vacated in the Board of Trade Building by the H. Poehler Co.; and the Harbison Commission Co. will move into the former company's suite, giving them both more room.

The following memberships in the Board of Trade have been posted and transferred: W. H. Kitchell to R. J. McNamara; Samuel Turney to W. C. Mitchell; Walter C. Poehler and Anthony Gretten to W. D. Gregory; James M. Owen to Anton Tretten.

### MINNEAPOLIS LETTER.

Quotations in rye and barley futures are now based on transactions in 1,000-bu. lots. The rule was made effective by the directors of the Chamber of Commerce Nov. 5.

Frank T. Heffeling, pres. of F. H. Peavey & Co., and the Monarch Elvtr. Co., has been elected pres. of the Minneapolis Civic & Commerce Ass'n to succeed E. J. Fairfield.

Elvtr. "D," the 125,000-bu. cribbed house of the Pioneer Steel Elvtr. Co., was damaged to the extent of \$20,000 Nov. 14, when fire due to an overheated motor gained some headway before discovery. There was very little grain in the building and the damage to the building was partial.

Memberships in the Chamber of Commerce recently transferred are: Charles C. Ladd to Stephen C. Ladd; W. D. Gregory to Clement S. Sheffield; T. F. Graham to John D. McCaull; A. A. Crane to Julius S. Pomeroy; W. H. Holliday to Harry J. Butler; H. D. McCord to Fred A. Richter. The following request for transfer of membership has been posted: From Maurice Reinstein to E. S. Woodworth.

A petition has been presented by the members of the Chamber of Commerce to the directors, asking that 20 membership be retired at \$3,000 each. Up to the present time the directors have refused to do so on the ground that the burden of taxation for the upkeep of the exchange and trading floor will be too heavy for the remaining membership to carry. On May 1 this year memberships were selling at \$4,000 and a year ago on that date at \$9,000. Just now they are below the \$4,000 mark.

## MISSOURI

Kirkville, Mo.—C. P. Morgan is reported to have succeeded D. V. McClelland who recently resigned as mgr. for the Farmers Elvtr. & Shipping Ass'n.



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IS THE BEST AT LOWEST PRICE. IT WILL PAY YOU TO USE THE OFFICIAL BROWN-DUVEL MOISTURE TESTER, A FULL LINE - PROMPT SHIPMENT, ASK FOR CAT. NO. 32.

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Albany, Mo.—We are thinking of building an elvtr. and putting in a sheller here.—Ebersole Bros.

Karlin, Mo.—I have succeeded J. N. Dvorak and operate the only elvtr. here now.—Joe Vodicka.

Belle, Mo.—We have bot an old elvtr. with a 6,000-bu. capacity. W. E. Dehn is sec'y of our company which was recently incorporated.—Farmers Exchange.

Charleston, Mo.—The elvtr. of the Mississippi County Elvtr. Co. burned recently with a loss of \$10,000, partially covered by insurance. About 4,000 bus. of corn burned.

New Haven, Mo.—The Co-op. Shipping Ass'n will build a large warehouse here and will add grain to its other lines of farm products.—Walter Nienkamp, mgr. Farmers Elvtr. Co.

Eldon, Mo.—An erroneous report was circulated some time ago to the effect that we had lost our elvtr. by fire. We only lost a warehouse and are rebuilding that.—S. S. Kennedy, mgr. Co-op. Ass'n.

St. Joseph, Mo.—H. P. Scruby, vice-pres. of the Scruby Bros. Grain & Impl. Co., was appointed mgr. of the state grain inspection department here Oct. 31. He received his appointment from Gov. Hyde thru T. J. Hedrick, state grain and warehouse commissioner. He will continue to manage the mill and elvtr., at Chillicothe, belonging to the company.

St. Joseph, Mo.—Bernard B. Niedrop and M. U. Norton, both well known to the grain trade, have formed a partnership and opened an office in the name of the Norton-Niedrop Grain Co. in the Crosby-Forsee Bldg. Mr. Norton has bot the membership of A. R. Miller and will represent the company on the floor of the exchange and Mr. Niedrop will travel the road for the firm.

Independence, Mo.—A recent meeting was held by the stockholders of the Waggoner-Gates Milling Co. to elect a president in place of W. H. Waggoner, who died Oct. 25. New officers elected were Thos. O. Cunningham, pres., and W. C. Dunn, sec'y and supt. Mr. Cunningham had been sec'y for the company for 25 years and Mr. Dunn was formerly supt. A. B. Waggoner is vice-pres. and ass't supt., and Harry K. Waggoner, who has applied for membership in the Kansas City Board of Trade, is treas. Both are sons of W. H. Waggoner.

#### ST. LOUIS LETTER.

Arthur J. Schulte has applied for membership in the Merchants Exchange.

Members of the Merchants Exchange will vote Nov. 30 on several amendments to the constitution of the exchange, providing for the making of reports, etc.

The Wm. J. Lemp Brewing Co. is making an effort to sell its plant, which includes a 750,000-bu. elvtr. and handling house of tile construction, equipped with the latest machinery.

#### KANSAS CITY LETTER.

Chas. G. Perrin, a chartered member of the Board of Trade, died recently at the age of 72.

The rate of interest for cash on advances has been fixed at 7% by the finance com'te of the Board of Trade.

Harry K. Waggoner has applied for membership in the Board of Trade, on transfer of his father's certificate. Mr. Waggoner, Sr., died Oct. 25.

Amendments to the rules of the Board of Trade to conform to the Capper-Tincher bill were approved by a vote of the members Nov. 19.

Samuel Davis, the oldest telegraph operator on the Board of Trade, died of cancer recently at the age of 53 after 27 years service upon the exchange.

The balcony in the southwest corner of the exchange room of the Board of Trade has been completed and will seat about 200. It cost about \$2,000, but it leaves much more space on the trading floor, part of which the Western Union Telegraph Co. was greatly in need of.

Thomas J. Hedrick, at present state grain and warehouse commissioner, has been ordered by the State Supreme Court, acting on the suit of James T. Bradshaw, former commissioner, to oust him, to show cause by what authority he holds the office. The answer must be filed in 20 days.

Beginning Nov. 12 no member of the Board of Trade was allowed on the floor of the exchange unless proper vaccination certificates could be shown. A slight epidemic of smallpox is sweeping the city and the directors thought best to take no chances.

### MONTANA

Agawam, Mont.—Otto Waguild is agt. for the Montana Elvtr. Co. here.

Bainville, Mont.—The 500-bbl. mill of the Jennings Mills Co. burned Nov. 12. Mr. Jennings lives at Williston, N. D.

Musselshell, Mont.—The Northern Grain & Warehouse Co. has leased the elvtr. of the Farmers Elvtr. Co. here. I am mgr.—Roy O. Traver.

Bozeman, Mont.—I am now a member of the firm of Simpson-Truitt Co. which now operates as the Simpson-Truitt-Flint Co. of this city. We are now doing a track buying business in grain, hay and potatoes.—J. M. Flint, mgr.

Hamilton, Mont.—The Hamilton Flour Mills has completed a 20,000-bu. elvtr. to be operated in connection with the mill. It is of cribbed construction with 11 bins, motor driven, and is very similar to the house built at Woodside. The Glasser Constr. Co. had the contract. W. A. Wright is mgr. here.

Woodside, Mont.—The Missoula Merc. Co. has completed a 25,000-bu. cribbed elvtr. with 11 bins. It is motor driven thruout. Leg capacity 1,500 bus. with Gemlo Backstops on legs, 10-ton scale equipped with a Bird Auto and Wagon Dump, a 100-bu. hopper scale and a dual cleaner. Peter Lundquist is mgr. for the company. The Glasser Construction Co. had the contract.

### NEBRASKA

Milligan, Neb.—The Farmers Elvtr. Co. incorporated for \$25,000.

Tilden, Neb.—The Tilden Grain Co. has installed a 10-ton scale.

Scribner, Neb.—The elvtr. of the Farmers Co-op. Merc. Co. has been completed.

Curtis, Neb.—F. E. Dillman has succeeded H. E. Langevin as mgr. for the Farmers Elvtr. Co.

Burr, Neb.—E. A. Stillman has resigned effective Jan. 1 as mgr. for the Farmers Elvtr. Co.

Madrid, Neb.—F. O. Richardson, of Trenton, is now mgr. for the O. M. Kellogg Grain Co. here.

Roca, Neb.—The Roca Grain & Coal Co. is reported to be ready to sell its elvtr. here and the one at Saltillo.

Seward, Neb.—The Nye-Schneider-Jenks Co., Fremont Division, has succeeded the Nye-Schneider-Fowler Co.—P. W. Bek, mgr.

Homer, Neb.—The mill and elvtr. here, which has been known as the "Omaha Valley Roller Mills" and later operated by A. H. Cratty,

Gresham, Neb.—We have not installed a motor as reported. When we do we will let you know direct.—P. Chistensen, Gresham Grain Co.

Nebraska City, Neb.—Geo. K. Petring, who owns and operates 2 or 3 elvtrs. and who had his headquarters here, is now located at Plattsmouth.

Louisville, Neb.—I am going out of the grain business Jan. 1. A new mgr. will be elected at that time.—Elmer Johnson, mgr. Farmers Elvtr. Co.

Crete, Neb.—R. G. Bullock, who has been supt. of the elvtr. of the Crete Mills Co. for 25 years, has resigned and will retire from active business.

Hastings, Neb.—Christian Koehler, formerly a member of the company then known as the Koehler-Twidale Elvtr. Co., but which is now the Twidale Elvtr. Co., died recently at the age of 65.

Table Rock, Neb.—Oscar Wiar will succeed W. H. Betchel as mgr. for the Farmers Union. Mr. Betchel only recently succeeded Andy Petersen as mgr. but has resigned. Glenn Jones will be ass't mgr.

Laurel, Neb.—After being idle for about a year, we are again operating our 50-bbl. mill. It has been overhauled and cleaned from top to bottom and J. C. Royce is head miller.—Laurel Milling & Grain Co.

Crab Orchard, Neb.—John Offel is temporarily managing the elvtr. of the Farmers Union Co-op. Ass'n. W. B. Jones has resigned.

Schuyler, Neb.—The plant of the Wells-Abbott Nieman Co. was bot at receiver's sale, Nov. 21, by the Omaha Nat'l Bank of Omaha, for \$90,000 for the benefit of the creditors. It is reported that the creditors will be given the chance of reopening the plant and operating it. There were no other bidders.

Oshkosh, Neb.—There has been some talk of the Lexington Mill & Elvtr. Co. building a new elvtr. here, but have heard nothing recently about it. We held a meeting to decide the question of selling out to the same company but the vote was 21 against 4 not to do so. We refused the offer.—Farmers Elvtr. Co.

Lincoln, Neb.—Receiver M. T. Cummings of the M. T. Cummings Grain Co., states that the company's liabilities are \$56,908.01 and its resources \$120,759.27. All claims against the company must be filed by Jan. 7. In the meantime the plant will be operated and its products sold. Receiver Cummings is sure he can pay all claims. He says the present worth of the company is \$63,851.26.

#### OMAHA LETTER.

At the recent annual election of directors of the Grain Exchange, J. W. Holmquist, G. W. Miller and Frank C. Bell were elected to succeed J. T. Buchanan, C. S. Rainbolt and J. A. Bender. The new board of directors on Nov. 16 elected Chas. H. Wright pres. for the second time, S. S. Carlisle and Frank Taylor, vice-presidents, and E. E. Huntley treas.

Chas. T. Neal, long a member of the Grain Exchange, died at 8:30 a. m. Nov. 10 at his home of acute gastritis. He was getting ready to go to the office as usual when the attack occurred. Mr. Neal during the war was vice-pres. and zone agt. for the U. S. Grain Corporation at this market. He had been engaged in the grain business practically all of his life. For years he was a buyer for the Harris-Scotten Co. at Lincoln. Later he was a member of the Aylsworth, Neal & Tomlin Co., operating the Murray elvtr. at Kansas City, Mo. After the war he was sent to England and Germany by the government to aid in estimating the supplies to be sent over there. For the last 2 years he has been in the grain business here with his son, Charles. His sudden passing is deeply mourned by a host of friends and acquaintances.

### NEVADA

Elko, Nev.—The Elko Milling Co. of this city has just bot the mills and elvtr. of the and Holley Milling Co. at Ogden, Riverdale and Salt Lake, Utah, and at Laramie, Wyo., for \$500,000. Possession will be taken about Jan. 15.

### NEW ENGLAND

Marlboro, Mass.—The City Grain Co. is building a grain elvtr. of about 7,000 bus. capacity. The house is of frame on a cement foundation.

Middlebury, Conn.—The Farmers Co-op. Exchange has bot the grain business of D. H. McHugh, formerly operated by Thomas & Weeks.

Boston, Mass.—Robert S. Wallace has announced the opening of a brokerage business which will be operated in his own name with offices in the Chamber of Commerce Building.

Battleboro, Vt.—The Chas. M. Cox Co., of Boston, which are now operating the Crosby Milling Co. plant, has made many repairs and changes. It is possible that the company will build a feed mill.

### NEW JERSEY

Jersey City, N. J.—T. W. Kane is now vice-pres. and mgr. for the Long Dock Co., operating the Erie Elvtr.

Somerville, N. J.—Fire started under a warehouse of the Wm. Wyckoff Co., Nov. 8, and spread to the elvtr. Small damage resulted, as the blaze was discovered at once.

### NEW YORK

Hoosick Falls, N. Y.—The elvtr. of J. J. Deming burned recently and is practically a total loss.



Gowanus Bay, N. Y.—While standing on a wooden scaffolding 90 ft. in the air, taking out the wooden molds from the finished concrete structure of the new State Barge Canal Elvtr., 2 men fell to their death Nov. 16. A third man clung to the edge of the broken scaffolding and was finally rescued.

## NEW YORK LETTER.

C. H. Sparks has left the P. N. Gray & Co. and is now with Watson Sugrue & Co.

Application for membership has been made by Wm. O. Kennedy, A. Kroller and Joseph A. Rasmussen.

Wm. O. Kennedy has succeeded P. W. Cashman as mgr. of the local office of Thomson & McKinnon, Chicago.

Geo. Linn has been appointed grain agt. responsible for the operation of the New York Central and West Shore Elvtrs. in the harbor.

Seaman Miller, referee in bankruptcy for the Alexander Hinchuk Co., Inc., called a meeting of the creditors of the company Nov. 23.

Murray M. Marks is no longer with the National Grain Corporation. He will enter the grain brokerage and commission business on his own account.

Wm. K. Voorhees, a charter member of the Produce Exchange and for many years pres. of the W. K. Voorhees Grain Co., died Nov. 10 at the age of 84. He is survived by 2 sons and a daughter.

New members of the Produce Exchange are: Wm. T. Burke, Inc., Bernhardt Christoffers, George Dudman, Arthur M. Keniston, Donald F. McCord, W. W. Moore, Frank Wallace, John G. Edgerton, A. J. Gardner and Albert R. Taylor.

John P. Truesdale, one of the oldest and best known members of the Produce Exchange, was struck by an automobile truck recently and as a result of his injuries is still in the Roosevelt Hospital. He is suffering from concussion of the brain and altho seriously hurt and 75 years old, it is that that he will recover. He will be remembered in Chicago as a member of the old firm of Tefft, Truesdale & Field.

## NORTH DAKOTA

Beach, N. D.—J. L. Towbermann, mgr. for the Occident Elvtr. Co. at Hazen, has been transferred to the elvtr. here.

Gray, N. D.—It is reported that the grain elvtr. at this station burned recently, the blaze being due to a kerosene explosion.

Hazen, N. D.—J. L. Towbermann has been transferred by his company to Beach, N. D., and F. W. Haas, formerly mgr. here, is back again.—Occident Elvtr. Co.

Alexander, N. D.—I have bot the elvtr. of S. D. McClane, operated as the Alexander Grain Co., and will continue it under that name. Mr. McClane is going to Fargo to reside.—J. C. Smith.

Loma, N. D.—The elvtr. of the Loma Grain Co., well filled with grain, burned at 2:30 a. m. Nov. 10. The elvtr. and grain are a total loss. The coal sheds were saved by bucket brigades as was the elvtr. of the Northland Co. The amount of loss and insurance is not known.

Devils Lake, N. D.—C. F. Burgess has recovered judgment for \$9,982 against Turle & Co., of Duluth, Minn., for libel in having published legal notice of the cancellation of a contract for the sale of land by Turle & Co. to Burgess, the notice alleging that Burgess had appropriated the proceeds of crops instead of paying them over to Turle & Co.

Melville, N. D.—I have just completed my 40,000-bu. elvtr., equipped with double leg, 10-ton Fairbanks scale and 21-h.p. engine. T. E. Ibberson Co. did the work.—Ed Alfson. (The elvtr. has 16 bins and a large office with full basement for engine room. The plant has a full basement under the work floor and drive way and is covered with lap siding on the walls with 3-ply Wizard roofing on all roofs.)

## OHIO

Edon, O.—The Farmers Co-op. Co. has installed a motor.

Gordon, O.—We have succeeded Ed. Amnon & Sons.—Gordon Grain & Merc. Co.

Utica, O.—The Utica Farmers Exchange is out of business here.—W. A. Alsdorf.

Blakeslee, O.—The elvtr. of H. C. Dachsteiner, containing 1,000 bus. of corn, burned recently.

Haviland, O.—The Haviland Elvtr. Co. has increased its capital stock from \$50,000 to \$90,000.

Bryan, O.—John H. Ames is now mgr. of the livestock department of the Farmers Co-op. Grain & Supply Co.

Greenwich, O.—We have bot out the Greenwich Farm Produce Co.—C. A. Martin, mgr. Farmers Elvtr. Co.

Columbus, O.—The A. C. Smith Milling Co., known as the Capitol Mills, L. C. Titus, pres., is out of business here.

Tipton, O.—We have installed new wagon lifts in our plant here.—W. S. Bricker, mgr. Haviland Elvtr. Co., Haviland.

Cook, O.—Mr. Clark of the C. H. Clark Grain Co. went out of business last July.—K. B. (He sold his elvtr. here at that time.)

Green Creek (Fremont p. o.), O.—R. G. Rogers has succeeded D. M. Potter as mgr. for the Greene Creek Co-op. Grain Elvtr. Co.

Van Wert, O.—I am engaged in another line of business and am out of the grain business.—F. D. Brandt who was formerly owner of an elvtr.

Cincinnati, O.—Frank Watkins has succeeded Samuel Bingham as a member of the grain inspection com'te of the Chamber of Commerce.

Carey, O.—It is reported that the new elvtr. of the Farmers Co-op. Co., which was completed last January, is still idle awaiting the installation of meters.

Upper Sandusky, O.—The foundation work and 8 ft. of the siding of the elvtr. of the new house of Gregg & Sons has been completed so far. Work is being rushed.

Cincinnati, O.—We are indebted to Sec'y Jos. J. Castellini for the 72d annual report of the Chamber of Commerce. It is very comprehensive and covers well the growth of the chamber.

Rosburg, O.—The report that we had sold our 2 plants at Celina to G. A. Hirsch was erroneous as the plants are located here at Rosburg; will take possession Dec. 5.—L. F. Burns, mgr. Daniel Burns & Co.

Osborn, O.—The Osborn Co-op. Grain Co. has a 10,000-bu. elvtr. with a 21x55 ft. warehouse under construction. Every effort will be made to put the elvtr. into operation Dec. 15. The Corn Belt Construction Co. has the contract.

Chillicothe, O.—On the night of Oct. 26 some one tore up the greater part of the switch track running from the Weidinger Elvtr. at Camp Sherman to the B. & O. tracks. The elvtr. is now operated by the Ross County Farm Buro and managed by Hibbard L. Gardner. A man named Weiderman confessed that he had done the work and had been paid to do so by others. The reason has not been discovered.

St. Louisville, O.—In 1919 the Utica Farmers Co-op. Co. was organized at Utica with a capital stock of \$30,000. The company leased the elvtr. of W. A. Alsdorf for a year, engaging Mr. Alsdorf as mgr. It also bot the elvtr. here and the same man managed both houses. In 1920 Mr. Alsdorf resigned and the company bot a small idle elvtr. at Utica and Vice-pres. O. A. Hamilton took over the management. In October last it was found that the company was not paying and when additional money could not be raised among the stockholders, it was decided to sell the elvtrs. and liquidate the company. The house here was offered at public sale Nov. 10.

## TOLEDO LETTER.

Fred Wilkinson has succeeded Arthur W. Bunce as cashier for the Paddock-Hodge Co. Mr. Bunce has been cashier for many years.

The E. Lowitz Co. took over the private wire office of Simmons, Day & Co., when Farroll Bros., in charge of that company's affairs, decided to close it. B. C. Hoffner is mgr. and John Barrett holds the membership in the exchange for the firm.

The new interest charges rule passed by the vote of the members of the Produce Exchange calls particular attention to the fact that "in no case shall interest be charged beyond a maximum of five days from the date of inspection at Toledo; except when cars arrive and are inspected before drafts are presented for payment, in which cases the maximum of five days shall be figured from the date of payment of drafts."

## OKLAHOMA

Hobart, Okla.—The Farmers Elvtr. Co. will enlarge and improve its elvtr.

Clinton, Okla.—Mail addressed to the Washita Mill & Grain Co. is returned "unclaimed."

Anadarko, Okla.—Mills Bros. are rebuilding the elvtr. burned last month.—Daniel Volmer.

Maud, Okla.—G. A. McKay, mgr. for the Maud Mill & Grain Co., has bot the mill of the company.

Chickasha, Okla.—Expansion Grain Co. incorporated for \$30,000 by A. Schuler, H. C. Hutson and W. S. Corbin.

Albion, Okla.—The Farmers Union Co-op. Exchange incorporated for \$10,000 by W. E. Logan and W. G. and J. M. Wilson.

Brinkman, Okla.—We will build a new 15,000-bu. elvtr. here soon.—W. D. Mathews, mgr. Farmers Co-op. Elvtr. Co., Mangum.

Yukon, Okla.—The Yukon Milling & Grain Co. has let contract for the rebuilding of its mill recently destroyed by a dust explosion.

Oklahoma City, Okla.—Harry Conyers, who incorporated as the National Grain Co. in June, has closed the business and entered another line.

Holdenville, Okla.—The Farmers Union Exchange incorporated for \$5,000 by H. M. Stillwell, G. W. Beavers and M. E. Hensley of Holdenville.

Shattuck, Okla.—The Shattuck Co-op. Ass'n has decided to drop the most of its side lines till the first of the year and concentrate on its grain and coal business.

Chickasha, Okla.—John H. Snyder and F. L. Slusher have bot the Moore Grain Co. The new owners have formed a company and will incorporate, but have not decided on a name.

Ramona, Okla.—The elvtr. here owned by W. M. Stacey of Checotah burned at 11 a. m. Nov. 15 with 1,500 bus. of grain. Little insurance. Mr. Stacey had left for home the day before the fire.

Anadarko, Okla.—The new 30,000-bu. studded elvtr. of Daniel Volmer has just been completed by the W. H. Wenzel Construction Co. It is equipped with 25 h.p. F.-M. motor, cleaner, pitless sheller, 2 stands of elvtr. legs, one 3x7 and the other 9x6, ear corn feeder and a 3-high 6-roller corn mill.

Mountain View, Okla.—A preliminary hearing of Robert Newman and Thomas Brooks was held recently at Hobart, on charges of embezzlement. Brooks had charge of the Lawton Grain Co.'s business and is alleged to have given four checks for \$50 each to Newman for wheat that never was delivered. They were bound over to the next term of court.

Guthrie, Okla.—Cecil Munn, of Enid, has been appointed receiver of the Sun Grain & Export Co., one of the 2 Gresham companies that has been in deep water financially. Application for receiver was made by Fort Worth creditors. By order of the court Mr. Munn can borrow \$50,000 on the assets of the concern to carry on the business in the 16 elvtrs. of the company.

Capron, Okla.—At the time of the fire in our elvtr. Oct. 31 we had 6,000 bus. of wheat covered with a blanket policy, 12,000 bus. of corn and considerable mill feed and flour. We only had \$4,500 on the building and equipment which leaves us with a loss of some \$2,500, the purchase price on the building being some \$8,000 about a year ago. The office and coal sheds were saved, making the total loss about \$4,500. We will probably build a concrete or tile elvtr. of 10,000 bus. capacity soon.—Farmers Elvtr. Co.

## OREGON

Baker, Ore.—The elvtr. of the Tri-State Terminal Co., containing 10,000 bus. of wheat, and a box car, burned Oct. 29 with a loss of \$50,000, covered by insurance. The warehouse and feed mill were also damaged.

La Grande, Ore.—W. H. Talbott, who came to this city 8 years ago from Cincinnati, O., and engaged in the grain business, shot and killed himself while sitting in an arm chair in his own home. On the table at his side were scraps of paper and on one of them was written "\$4,100 loss." It is that that this loss was the cause of his suicide. He is survived by his wife and one daughter, 12 years old. Until about a year and a half ago he was connected with the



Pioneer Flouring Mills of Island City. Then he took charge of the local grain-buying office of the Wallowa Milling & Grain Co., and remained in charge until early this spring, when the company withdrew from the local field. Since that time he had been engaged in the grain business on his own account.

## PENNSYLVANIA

Williamsport, Pa.—Mail addressed to the Farmers Co-op. Grain Elvtr. Ass'n is returned "unclaimed."

Duncannon, Pa.—A. A. Miller is now operating the grain and feed warehouses of Ebersole & Co. here.

Lareyville, Pa.—Floyd Vandervort suffered a severe fire loss lately when fire broke out in one of the warehouses.

Lancaster, Pa.—The Osceola Trading Co. incorporated to deal in grain, etc., for \$5,000, by John S. Zimmerman of this city and Jacob S. Shirk of Gordonville.

Erie, Pa.—On Nov. 15 the city council considered the claim made by the Pennsylvania Railroad Co. for exemption from taxes on the grain elvtr. and tower located at the old Anchor Line docks. The grain elvtrs. are assessed at \$140,000 and the tower at \$25,000 in the new assessment.

## PHILADELPHIA LETTER.

I. Ginsburg has applied for membership in the Commercial Exchange.

W. A. Lansker and J. L. Turnbull have been elected to membership in the Commercial Exchange.

Norwood P. Holland is now mgr. for E. L. Rogers & Co. He has been mgr. of the hay department for some time.

The Magee Steer Co., U. H. Hambright and John L. Turnbull, have applied for membership in the Chamber of Commerce.

The offices of J. B. Pultz & Co. and S. F. Scattergood & Co. have been moved to the fourth floor of the Bourse Building where each company has larger and more commodious quarters.

The suit brot against S. F. Scattergood & Co. by the Midland Linseed Products Co. for \$360, alleged to be due for violation of contract, has been withdrawn by mutual consent and will be arbitrated.

Increased elvtr. facilities at the Port of Philadelphia, which has been the subject of discussion among exporters for many months, is likely soon to shape itself into a formal request to the railroads that action be taken at an early date toward increasing the capacity of the Pennsylvania Railroad's elvtr. at Girard Point and the replacing of the Reading's structure at Port Richmond with a larger and more up-to-date elvtr.

## SOUTH DAKOTA

Shindler, S. D.—C. H. Riley, formerly mgr. for the Farmers Co-op. Co., is now located at Granite, Ia.

Winner, S. D.—The elvtr. of the Nye-Schneider-Jenks Co., Fremont Division, is now open.

Leola, S. D.—I am not in the grain business any more.—J. W. WaKrich, formerly mgr. for the Leola Equity Exchange.

Presko, S. D.—The partnership existing between A. A. Truax and C. H. Townsend at this point has been dissolved and the business will be conducted by Mr. Townsend alone.

Baltic, S. D.—The elvtr. of the Hunting Elvtr. Co. is being remodeled and repaired. I have succeeded my father, John H. Moe, who died Oct. 8 from injuries received in an automobile accident Oct. 5.—Harry J. Moe.

Tripp, S. D.—The fire which destroyed the elvtrs. of A. A. Truax, Truax & Kayser and one of the houses of the Farmers Elvtr. Co. Nov. 8, was of incendiary origin from all indications. The fire was discovered at 3 a. m. at the top of the Truax Elvtr., but it was also found that the inside of the elvtr. was a seething cauldron and nothing could save it. About that time the roof of the elvtr. of Truax & Kayser was seen to be on fire and all tho't it had caught from the burning house. Investigation soon showed, however, that this elvtr., which was empty, was also one mass of flame on the inside. The wind was blowing steadily away from the elvtr. of the Farmers Elvtr. Co. and no sparks were

going in that direction, yet in a few moments flames burst from the cupola and the house was a total loss. There was no possibility of its having caught from either of the others. The only plausible theory is incendiarism. The other two elvtrs., Farmers Elvtr. No. 2 and the South Dakota Grain Co., escaped. It is believed that some one went from one elvtr. to another and set fire to them. The first fire was discovered before the fiend had time to set the last 2 houses. Several people saw a man leaving town in an automobile as they responded to the first alarm. All three fires started inside the elvtrs. H. C. Reid, agt. for A. A. Truax, writes on the 10th: Our elvtr. had a 25,000-bu. capacity and at the time of the fire contained 5,200 bus. of oats, 1,650 of wheat, 1,136 of flax and 402 of corn; the elvtr. of Truax & Kayser was closed and empty. The Farmers Elvtr. No. 1 was also a 25,000-bu. house and contained 4,500 bus. of wheat and 1,100 bus. of rye. Insurance covers all losses. The coal sheds and contents, water tank, 2 oil houses and a box car set for loading, all belonging to the C. M. & St. P. Ry. Co., also burned; total loss figured at \$60,000.

## SOUTHEAST

Mobile, Ala.—G. Mertz & Co., engaged in the grain trade here for the last 30 years, has decided to retire.

Sylvester, Ga.—The Hall Milling Co. has let contract for a \$10,000 elvtr. and will handle corn, beans, peas, etc.

Cordale, Ga.—Our club is very much interested in a flour mill and elvtr. for our town but as yet no plan has been definitely outlined for building such a plant. It is something we must and will have in the near future.—T. E. Bradley, sec'y Kiwanis Club.

Waynesboro, Ga.—The Burke County Elvtr. & Marketing Co., which is made up of the members of the Chamber of Commerce, has completed its 15,000-bu. elvtr. It has been equipped to handle grain, peas, beans and peanuts and is now in operation. V. L. Hendricks is buyer.

## TENNESSEE

Memphis, Tenn.—The National Brokerage Co. is now being operated by the new owners, Ferd and C. E. Heckle, Jr., as Heckle Bros.—Heckle Bros.

Humboldt, Tenn.—The Humboldt Milling Co. nearly lost its plant recently when friction set fire to the wood around the fan shaft. Only timely discovery and quick work saved the plant.

Chattanooga, Tenn.—The Monarch Mills, which were reported in the hands of receiver Dec. 31, 1920, are now operated as the Lookout Milling Co. under different management. There is no elvtr. in connection.

Memphis, Tenn.—S. A. Marshall has been admitted to membership in the Merchants Exchange. The Marshall Grain Co. of Oklahoma City, of which he is sole owner, has an office in the Falls Building. Chas. W. Friss is mgr.

Memphis, Tenn.—The Tennessee Terminal Warehouse, Inc., does a general warehousing business making a specialty of pooling cars and distributing them; that is, cars shipped here as carlots and reshipped in less than carlots.—Julian E. Phelan, pres. (The company was recently incorporated.)

Union City, Tenn.—The corn plant of the old Dahnke-Walker Milling Co., now owned by Lem Motlow, is in operation. The flour mill will be operated as soon as repairs are completed. J. R. Motlow, his son, has been made pres. and gen. mgr. of the Motlow Milling Co. which is the new name of the old company but the rest of the force is practically the same, all of the workers, salesmen, etc., having been retained. The company has been incorporated for \$50,000 by Reager Motlow, the owner. Fire in the boiler room was discovered just in time to save the building Nov. 19. The loss was about \$1,000.

## TEXAS

Dallas, Tex.—I am not handling grain at present.—A. S. Lewis.

Lancaster, Tex.—We operate the Lancaster Elvtr. Co., but we have no connection with the Lancaster Milling Co.—Doggett Grain Co., Ft. Worth.

Wortham, Tex.—The Seigel Grain Co. of Dallas will open a branch office and it is said operate an elvtr. here.

Waxahachie, Tex.—C. J. Thomas, who formerly conducted the Thomas Mill & Elvtr. Co. here, is now doing business as the Lancaster Milling Co., at Lancaster, Tex.

Bartlett, Tex.—Lawrence Bros. suffered a \$10,000 fire loss Oct. 30, when one of its large warehouses and 4,000 bus. of corn burned. The loss was nearly covered by insurance.

## UTAH

Ogden, Utah.—We are now installing machinery in the first unit, 1,600-bbl., in the new 3,200-bbl. mill and will be ready to go about Apr. 1.—Globe Grain & Milling Co., E. R. Alton, mgr.

Ogden, Utah.—Judgment for \$1,600 against the Holley Milling Co. was recently awarded the widow of Geo. D. Folkman who died June 8, 1921, as a result of injuries he received in 1919 when he fell from a platform of the company's elvtr. while wheeling a small truck containing 5 sacks of grain.

Ogden, Utah.—The Elko Milling Co. of Elko, Nev., has bot the mills of the Holley Milling Co. here and at Salt Lake City, Riverdale and Laramie, Wyo., for \$500,000. This includes the mills known as the Salt Lake, the Jordan Mill & Elvtr., Phoenix and Riverdale. The first 2 are at Salt Lake City. The company will take possession about Jan. 15.

## WASHINGTON

Machias, Wash.—Bruhn & Henry have leased the warehouse of the Barrow Co. and will handle grain, hay, etc.

Yakima, Wash.—The Yakima Hay & Grain Co. incorporated; capital stock, \$20,000; incorporators, L. L. and Adah Iles.

Aberdeen, Wash.—S. W. Pickering & Co., who have been in business at Montesano for some years, have bot an interest in the C. C. Staver Grain Co. here.

Spokane, Wash.—The elvtr., mill and warehouse of the Neil Bros. Grain Co. burned Nov. 12 with a loss of \$60,000, partially covered by insurance.

## WISCONSIN

Weyawega, Wis.—Fire was discovered in the plant of the Weyawega Milling Co. recently, but quick work put it out with little damage.

Durand, Wis.—The new elvtr. of the Pfeiffer Elvtr. Co. will be 35x80 ft. and will have a brick and concrete foundation. Contract has been let.

Neenah, Wis.—The W. J. Durham Lumber Co., which recently bot the plant of the Community Milling Co., is now in possession and will operate as the Doty Island Mills.

Barton, Wis.—W. F. Gadow is retiring from active business, but still owns the property of the Barton Roller Mills. His sons are running the business under the name of the Gadow Milling Co.

Honey Creek, Wis.—J. McDonald has resigned and we have no one in his place yet. The elvtr. is being managed by the yard mgr.—H. B. Miller, mgr. Wilbur Lbr. Co., prop. Honey Creek Roller Mills.

Wisconsin Rapids, Wis.—The Grand Rapids Milling Co. has filed a notice of dissolution as the company was recently consolidated with the Jackson Milling Co., which has been incorporated for \$500,000. Headquarters are here. (Wisconsin Rapids is the new post office name for Grand Rapids, but the R. R. name remains Grand Rapids.)

## MILWAUKEE LETTER.

Henry H. Newell and Thos. F. Armstrong have been admitted to membership in the Chamber of Commerce.

New equipment has been added to the machinery in the elvtr. of the P. C. Kamm Co. It includes a F-M Motor, oat clipper and silent chain drive.

The Ladish Milling Co. suffered another fire loss, Nov. 10, when flames broke out at the top of the elvtr. shaft about 5:20 p. m. Friction in the elvtr. leg is believed to have caused the trouble. The damage amounted to about \$1,000. On Aug. 20 the same company suffered a \$150,000 fire loss.



Thomas M. Sampson, formerly with the W. C. Mitchell Co., is now with the Buerger Commission Co.

Carl Bauman is associated with Frank H. Spearman in the new firm of Spearman & Co. Both men are well known to the trade. Mr. Bauman having been active for more than 15 years in grain circles. Mr. Spearman is a son-in-law of Ross Fyfe, who was for many years prominent in the grain trade here. Offices are in the Chamber of Commerce Building.

## WYOMING

Riverton, Wyo.—I am not interested in the grain business any more. Am in another line. —L. J. Kirch, formerly mgr. of the Riverton Elvtr. Co.

Burns, Wyo.—The Farmers Elvtr. & Milling Co. has bot the elvtr., coal sheds and warehouses of the Wyoming Mill & Elvtr. Co., of Cheyenne, for \$4,000.

Cheyenne, Wyo.—The Wyoming Mill & Elvtr. Co. is fixing up its offices and warehouses here. —F. B. Billek, sec'y-treas., Grain Elvtr. Improvement Co., Billings.

Burns, Wyo.—We are now operating 2 elvtrs. here and there are no other elvtrs. doing business at this station.—Chas. O. Lypn, pres. Farmers Elvtr. & Milling Co.

Gillette, Wyo.—We have a site leased from the C. B. & Q. R. R. 100x60 ft., and when our present 4 tanks just completed are too small we can build more. The equipment at present is office, scales and a portable elvtr. Geo. B. Hess is mgr.—Farmers Grain Ass'n.

JAMES P. GOODRICH, former governor of Indiana, who is now in Russia investigating famine and relief conditions for Sec'y Hoover will soon return to this country to make his report. Mr. Goodrich is interested in the Goodrich Bros. Hay & Grain Co., of Winchester, Ind.

## Little of the Billion Loaned by Finance Corporation.

Altho it was announced nearly three months ago with a great flourish of trumpets that the War Finance Corporation would advance one billion dollars on agricultural loans the actual net results of its work to date are advances totaling only about \$25,000,000, divided among about 90 banking institutions.

No loans have been made direct to farmers. In many cases the farmer whose paper is held by the local bank is unaware of the fact that his paper has been rediscounted, and seldom knows that the rediscount was made with the War Finance Corporation instead of with the Federal Reserve Bank.

Despite the diligent efforts of Director Meyer to "put out a million here and a million there" the infinitesimally small amount advanced to date proves that the frozen credits in country banks were by no means so vast as the promoters of this class legislation alleged.

## Federal Quarantine for Corn Borer.

Federal quarantine regulations for the control of the corn borer in Ohio have recently been announced by Henry C. Wallace, Sec'y of Agriculture.

The quarantine is not drastic but prevents the shipping of produce from infested areas in the State without examination by federal inspectors.

Corn, broom corn, sorghum, sudan grass, celery, green peas in pod, spinach, rhubarb and cut flowers are included in the quarantine restrictions. Shelled corn is not subjected to quarantine restrictions.

The infested area of Ohio includes portions of Ashtabula, Cuyahoga, Erie, Lake, Lorain, Lucas and Ottawa counties.

Inspectors will issue certificates of inspection for plants and plant products produced in infested districts that are free from infestations of the corn borer.

The regulations took effect November 15, 1921.

## What the Grain Receiver Sells.

It has grown to be quite the customary thing for grain receiving firms, in framing their advertising copy, to refer somewhere to their service, and we find this word "service" is used quite generally in making their appeals for business.

Why?

Because their business is built up on service. If they render satisfactory service they may count on remaining in business. If they don't, they may count on going out of business. Sooner or later, if they don't "produce satisfactory results," they are going to find that the shippers who used to consign grain to them are now sending their consignments to some receiver who is producing the goods. Each receiver's clientele is composed exclusively of shippers whom they serve in such a way as to make it good business for them to continue.

And thus the word "service" is the key to success in the grain receiving business. It is all they have to sell. And this service consists of a variety of things.

We asked a receiver to enumerate these things. We asked him "What do you, as a receiver, do for the 1½c a bushel on wheat and rye, 1c a bushel on corn and barley, and ¾c a bushel on oats that you get for receiving and selling the grain consigned to you? What service do you render for those commissions?"

Here is what he said:

"I hardly know where to begin, in mentioning all the angles to this commission business, it has so many.

"We are the agents of the country shipper, that should be kept in mind. Everything that comes up in connection with the marketing of this grain is for us to look after, and sometimes that is a plenty. A man, to be a receiver, and STAY in the business, has to be on the job every minute, and he has to render SERVICE and lots of it, or he finds his consignments going elsewhere.

"That's in a general way. Now, as to particulars: Nearly every grain dealer knows what the receiver's duties consist of, and still, I do believe there are many shippers who do not fully appreciate the number of details their receivers have to look after.

"In the first place, he must sell the grain consigned to him on the open competitive market. The Milwaukee Chamber of Commerce has a rule that provides for that. It says that no commission merchant can purchase grain consigned to him, and the purpose of that is obviously a protection to the country shipper. The fact of the matter is that the receiver is looking after the country dealer's interests at all times. He is the representative of the country in the terminal market, and has had occasion more than once to assert the rights of the country shipper in terminal market problems. He is the connecting link between terminal market and country dealers.

"How does a receiver earn his money?

"He sells, we'll say a car of oats that has been consigned to him, and he charges for the service of selling the car ¾c per bushel. On an average a car of oats contains about 2,100 bushels, and his commission amounts to around \$15.00.

"Does he earn that \$15.00? Yes, I'll say he does. He earns it by first working up a reputation for being on the square and for giving value received in the way of service. He earns it by giving his client the benefit of his knowledge of grain marketing and his salesmanship ability, which he must possess to a high degree to be able to compete with the others in the same line. He must be a close student of general market conditions, and must know the local field like a book—the personal peculiarities of the buyers, their needs, etc., AND he must ALWAYS get the top of the market.

"It isn't just fair to the shippers to say that, either. They don't expect that, as a rule, although once in a while you find a shipper who looks for the top of the market on his sales at all times. Thank God, that kind is rare. But the fact remains that the receiver is expected to make good sales and must be ready to be called to account on any sale he may make, and justify it. The conscientious, wide-awake receiver has no difficulty on that score.

"A lot of money is employed in running a grain commission business. The overhead expense isn't so great, but a fair day's receipts,

even at the present prices, runs into regular money. Your receiver, whose business it is partly to be a banker and furnish the finances for bringing this grain to market, has to dig up some tidy sums of money to pay drafts drawn in advance on the grain, and he is taking his chances on getting hooked on a fraudulent bill of lading or on selling some grain that doesn't belong to the shipper, or some such snag, and as a result he is often troubled with insomnia.

"But he has not earned his money by simply selling the car. There's more to it. He has to collect the money. Ordinarily there's nothing much to that, but suppose something happens to the firm buying the car about the time it's unloaded! There's enough grief possible in that situation to earn him his \$15.00 many times over.

"Suppose the car isn't just what it appeared to be on first inspection. It may have gotten out of condition, or something like that, and he has a contest on his hands right away. He may have to wrangle away a lot of time trying to get his shipper out of that hole, and he may have to go to the Chamber of Commerce and have a committee called out to settle it between them. It may run into an arbitration. That means money advanced for fees and charges, and it means time given to preparation of the shipper's case, and correspondence in regard to it, and the presentation of the case before the Board, all in the shipper's interest, of course.

"If there is a federal appeal on a car the receiver must attend to that.

"I have seen the subject well covered in a book written by some Eastern economist and he enumerates a number of things that the commission merchant is called upon to do, in addition to the 'major service of selling the grain.'

"He names: (1) He (the receiver) gives attention to the grade of the grain, and calls for reinspection in case his own private inspection satisfies him that a reinspection would raise the grade. (2) He combats the evil of car shortage by doing all in his power to secure cars for his shippers. (3) He files and pushes claims for shortage and damage of grain in transit. (4) He finances the country shipper to a very liberal extent by making advances against the bills of lading.

"I want to say that the \$15.00 I earn on a car of oats is a very, very modest compensation for handling the average car. On some consignments the receiver doesn't make a cent. The receiver is between the devil and the deep blue sea all the time."—From Doings in Grain.

WHEAT that this year stood 8 feet high is reported as one of the freaks developed at the government agricultural experiment station at Chena, Alaska, in the Tanana Valley.

## Defalcations from Kansas City Equity.

Announcement has recently been made that the firm of accountants appointed to examine the books and records of the Equity Union Grain Co., since its organization, have discovered certain irregularities and misapplications of funds to have been indulged in by previous employees of the company.

The accountants found that during the history of the company account sales to country customers had been altered on 1,856 cars, a total of \$67,380.83 being thus obtained. Besides this, commissions had been abstracted out of the company's treasury at the rate of \$5 per car on 2,076 cars, making a total of \$10,380. In addition there had been taken from the sales of wheat made by the company to others for export the profits on those transactions amounting to \$40,436.15. This represents a total of \$118,196.98 abstracted from the treasury and from customers.

The company has lately authorized the increase of its capital stock from \$20,000 to \$100,000, this additional stock to be placed with customers. Effort is being made to reimburse customers for the losses sustained from the acts of former employees, and 41 of these customers have received income notes for three-fourths of the amount found to be due them, these notes to be payable out of three-fourths of the net earnings of the company as they shall accumulate each year.



## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

I. T. S. in Sup. 1 to 475-C names joint and proportional rates on grain, carloads, from its stations to Chicago, effective Dec. 8.

Western Trunk Lines in Sup. 6 to 1-P gives rules, regulations and exceptions to classifications, including minimum weights on grain and grain products, effective Dec. 1.

Western Trunk Lines in Sup. 7 to Circular 1-P gives rules, regulations and exceptions to classifications, including minimum weights on grain and grain products, effective Dec. 15.

C., B. & Q. in Sup. 3 to 5400-C names rates on broom corn, flax seed, grain and grain products between certain stations in Mo. and stations named in index Nos. 5575 to 10555, inc., of tariff, effective Dec. 20.

C., B. & Q. in 13531-C names cleaning, grading, milling, reconsigning, shelling, mixing and storing in transit arrangements on grain and seeds, carloads, at Mound City, Parkville, Palmyra, Laclede, Pattonsburg, Cameron and Kirksville, Mo. (reduction), effective Dec. 5.

C., R. I. & P. in Sup. 9 to 1690-I names local, joint and proportional rates on grain, grain products, seeds and broom corn from stations in Colo., Kan., Mo., Neb., N. Mex., Okla., also Council Bluffs, Ia., to Little Rock, Ark., and stations in Ark., La., and Mo., effective Dec. 8.

C., B. & Q. in Sup. 11 to 1800-D names rates on grain, grain products, broom corn and seeds between stations on its lines west of Mo. River, also R. C. B. H. & W. R. R. and Chicago, Peoria, St. Louis, St. Paul and Duluth, also other points on lines east of Mo. River, effective Nov. 21.

C., B. & Q. in Sup. 10 to 1346-G names rates on grain and grain products between Chicago, Peoria, Quincy, East St. Louis, St. Louis, etc., and stations on the C., B. & Q., G. & W., R. I. Sou., and C., B. & Q. Mississippi River points, Dubuque, Ia., and south thereof, also stations on the M. B. & S., effective Nov. 25.

C. R. I. & P. in Sup. 17 to 28675-D names rates on grain, grain products, broom corn, alfalfa cake and meal, linseed cake and meal and seeds between Chicago, Peoria, Rock Island, Ill., Council Bluffs, Ia., Kansas City, St. Joseph, St. Louis, Mo., Minneapolis, St. Paul, Minn., also stations in Colo., Ill., Ia., Kan., Minn., Mo., Neb., Okla. and S. D., and stations in Colo., Kan., Neb., N. Mex., Okla. and Texhoma, Tex., effective Nov. 17.

C., R. I. & P. in Sup. 19 to 28675-D names local, joint and proportional rates on grain, grain products, broom corn, alfalfa cake and meal, linseed cake and meal and seeds, between Chicago, Peoria, Rock Island, Council Bluffs, Kansas City, St. Joseph, St. Louis, Mo., Minneapolis, St. Paul, Omaha, also stations in Colo., Ill., Ia., Kan., Minn., Mo., Neb., Okla., and S. D., and stations in Colo., Kan., Neb., N. Mex., Okla., and Texhoma, Tex., effective Dec. 14.

C., B. & Q. in Sup. 11 to 1218-G names rates on grain and grain products, etc., from stations in Kan., Neb., Wyo., and Colo., on its lines, also from stations in Wyo. on the C. & S. to Cairo, Metropolis, Ill., Evansville, Ind., Memphis, Tenn., New Orleans, La., also Port Arthur, Beaumont, Galveston, Houston, Texas City, Tex., New Orleans, Southport, Westwego, Port Chalmette, La., Pensacola, Fla., Mobile, Ala., Gulfport, Miss., when for export, effective Nov. 15.

### Exchanges Urge Rate Reduction be Made Effective.

The Omaha Grain Exchange on Nov. 14 addressed a telegram to Pres. Warren G. Harding urging that the reduction in freight rates specified in the decision of the Interstate Commerce Commission be made effective Nov. 20 by a formal order of the Commission.

Other western trade organizations have sent similar appeals to their member representatives in Congress.

### The Freight Rate Reduction.

When, on Oct. 22, the Interstate Commerce Commission suggested to the carriers a reduction of rates on grain and grain products in Western, Mountain and Pacific territories, and gave notice that the carriers were expected to make the reductions effective by Nov. 20, it was expected that this relief would be granted shippers. However, the Commission did not order the carriers to decrease their rates, but simply suggested that it be done, indicating that the new rates on wheat should reflect a reduction of approximately 16%, or that they should show the elimination of one-half of the Aug. 26, 1920, increase, and that rates on coarse grains should be 10% lower than those on wheat. The Commission stated also that if necessary it would issue an order covering its recommendations.

Apparently no progress was made by the carriers toward placing the reductions in effect, except that conferences were held by railroad men, but on Nov. 16 the Ass'n of Railway Executives, meeting in New York, announced a decision of the carriers to make a flat reduction of 10% on all farm products in all of the United States, except for that traffic moving wholly within New England. This announcement brought forth an immediate protest from farmers, grain exchanges, and others interested. It was contended that the 10% reduction would not afford sufficient relief. The Kansas Public Utilities Commission filed a formal protest with the Interstate Commerce Commission against the plan of the railroads. The Missouri Public Service Commission issued an order directing the railroads to reduce their rates on intrastate shipments to conform to the suggestion of the Interstate Commerce Commission of Oct. 22, and to make the rates effective by Nov. 20.

In announcing their decision at the New York meeting on Nov. 16, the carriers said that any reductions in the rates affected since Sept. 1, 1920, are to be included in the 10% reduction they proposed to make, and that the new rates would be effective in 10 days. They stated, further, that this reduction was ordered without waiting for a decrease in wages, but claimed that without a reduction in operating costs the carriers could not afford to make the sacrifice.

The next step in the matter was taken Nov. 21, when the Interstate Commerce Commission issued its formal order making mandatory the reduction it had suggested on Oct. 22. This order specifies that the new rates shall be effective by Dec. 27, and follows the lines of the original suggestion to the effect that the reductions shall be approximately 16% on wheat, with coarse grain rates 10% below those for wheat. It affects grain, grain products and hay in Western, Mountain and Pacific territory.

The reduction ordered is not a flat 16%, the order of the Commission providing that the new rates shall not exceed the rates in effect on Aug. 25, 1920, by more than the following:

Between points in the mountain-Pacific group, 12.5%; between points in the western group where the increase under Docket Ex Parte No. 74 was 40%, 20%; between other points in the western group, 17.5%; between points in the mountain-Pacific group and points in the western group, 16-2/3%. In applying the above basis, where through rates are constructed by combining separately established rates, each of such rate factors shall be revised separately.

Western territory includes the region between the Mississippi and Illinois Rivers and extends westward to the north and south boundary line on which North Dakota, Montana, South Dakota, Wyoming and Nebraska join and runs south to El Paso, Tex. Mountain and Pacific territories extend west from the west line of Western territory to the Pacific Coast.

When the new interstate rates become effective Dec. 27 it will restore in part the practice of making a difference between the rates on wheat and those on coarse grains. The

approximate rate for any locality can be determined by removing half the increase of Aug. 26, 1920, but exact rates can only be obtained from the tariffs when they are published.

It is expected that intrastate rates in the several states will be reduced in line with interstate rates, and Missouri, Kansas and Texas have already taken some steps in this direction.

### Canadian Grain Rates.

A new tariff issued by the railroads in Canada became effective Oct. 26, making certain reductions in freight rates on grain and hay in Quebec. A reduction of 25% was made on hay between points in the province of Quebec only; 33 1/3% on corn from bay ports, Kingston, Montreal and Quebec, to points in Quebec; and 33 1/3% on screenings from Fort William, Port Arthur and Westport, Ont., to points in Quebec.

The Montreal Board of Trade and the Grain and Feed Dealers Ass'n of Quebec has protested against the reduction, claiming that the new rates give the Quebec provincial government an unfair advantage in trade and discriminate between persons and commodities. These reasons are based on the fact that shipments to obtain the reductions must be in car lots, must be consigned directly to the minister of agriculture of the province of Quebec, must be used by the party to whom delivery is made for feeding live stock, and must be delivered only to that party on a direct order from the minister.

A hearing on the protests is to be held by the Board of Railway Commissioners of Canada.

A statement was issued recently by the Railway Ass'n of Canada to the effect that, even if the reduction suggested in the western part of the United States by the Interstate Commission becomes effective Nov. 20 the Canadian rates would still be somewhat lower than those in the United States.

### Traffic League Demands Reduction in Rates with Wages.

At the recent annual meeting of the National Industrial Traffic League the following resolution was unanimously adopted:

RESOLVED, That the National Industrial Traffic League demands of the Railway Executives that they abrogate immediately the so-called National Agreements, made effective during the period of federal control, and which, in its opinion, expired with the return of the railways to private management, and be it further

RESOLVED, That it demand of the Railway Executives that wages of railway employees be adjusted upon the basis of wages paid to similar classes of labor in private employment, and simultaneously with such adjustment, a horizontal reduction in rates at least equivalent to the amount of wage reductions be established.

The League re-elected W. H. Chandler of Boston, Mass., pres.; Chas. Rippin, manager of the Transportation Department of the St. Louis Merchants Exchange, vice-pres.; E. C. Wilmore, Chicago, treas., and J. H. Beek, Chicago, executive sec'y. New York was chosen as the place of the next annual meeting in November, 1922, and it is planned to hold a meeting at Washington in February.

The League adopted the additions to the rule on notification to consignee, as shown by bold face type in the following:

Section A. Notice shall be sent or given consignee, or party entitled to receive same, by carrier's agent in writing, or as otherwise agreed to in writing by carrier and consignee, within twenty-four hours (one day) after arrival of shipment and billing at destination, such notice to specify point of shipment and commodity.

An impression copy of written notice shall be retained. When notice is sent or given on a postal card the impression shall be of both sides.

When the address of the consignee does not appear on billing and is not known, notice of arrival must be deposited in the United States mail enclosed in a stamped envelope bearing return address, same to be preserved on file if returned.



## Reporting Leaking Grain Cars.

Grain shippers understand full well the fact that grain cars leak while in transit, and there are few who are so optimistic as to entertain the hope that a leak proof car will ever be designed and built. Nor is it more likely to happen that a correct record will be kept, by railroads or others interested, to show just what cars leak. Some cars will escape any system, however perfect it may be; and up to the present moment it is the confident opinion of all grain dealers that the percentage of escapes is greater than the percentage of reports. Certainly he is indeed a fortunate and happy shipper who is able to rest in the belief that he learns about all of his leaking cars. Few shippers are in his class.

The country elevator operator and the traveling solicitor are well situated to observe the grain cars that move about the country in freight trains. They see them in passing trains, standing on sidings, and in the many locations that fall to the lot of cars after they leave the loading elevator and before arrival at destination. For years the grain dealers of the country have made use of the "Leaking in Transit" department of each number of the Journal to inform unknown fellow shippers of leaking cars that have been observed. This service has assisted in the collection of thousands of dollars in freight claims, and it continues to be most useful. Many shippers make regular use of the department to record their observations for the benefit of the unknown dealer whose grain has been seen leaking from a car. Many have told about wrecks, about cars set out on sidings because of pulled drawbars, heating boxes, or other defects, and in the years that have passed since the department was instituted practically every defect known has found its way into print, there to meet the eye of the

one who suffered loss because of its existence.

Reporting of leaking cars has something about it that suggests the biblical injunction about "casting bread upon the waters"; and in many cases the "manyfold return" has held equally true.

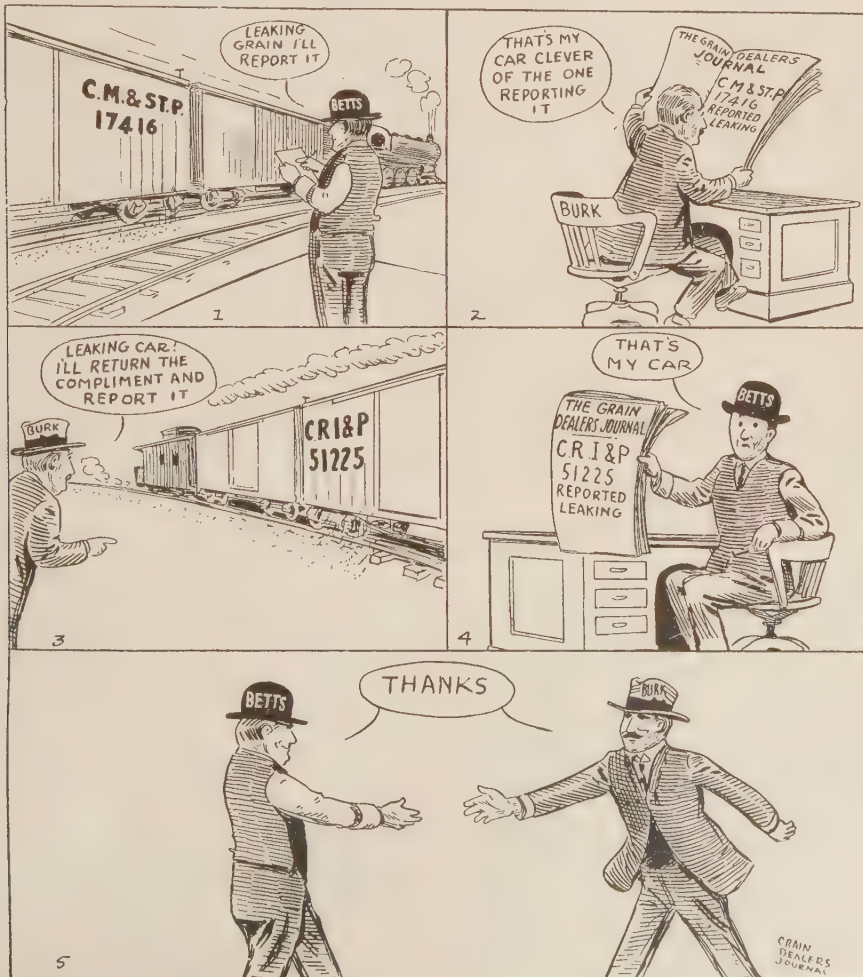
The service of reporting leaking cars is a duty that gives the greatest of pleasure in its performance. To be able to say to another dealer, perhaps to one on the other side of the continent, that "I, John Jones, saw your car of barley, XYZ 48672, leaking on this date and under these circumstances" is a privilege. It is an opportunity for the practice of real co-operation.

The dealer whose car is reported in the "Leaking in Transit" department as having been seen leaking has placed into his hands information of the most positive and forceful kind. He is in position to say to the carrier, in filing and supporting his claim for the shortage, that he *knows* the car leaked in transit and to support his statement by facts and figures that every court in the land is bound to accept—the testimony of a disinterested individual who knows and knows that he knows.

Every dealer should resolve firmly to report all leaking cars seen by him; and to watch the "Leaking in Transit" department in each number of the Journal to learn whether a brother dealer has seen any of his cars leaking. This will complete the circle and make it more difficult for cars to get to destination with a clear record if they leak at any point enroute.

The information that should be given includes the car initial and number, date and place of observation, all possible details of the leak, and the name of the individual who saw it.

Let's corner the leaking cars like the rabbits in an old fashioned drive!



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## Seeds

ABERDEEN, S. D.—The Loeb's Seed Co. has been bot by J. B. Taylor.

DEHAVAN, WIS.—The Tilden Farms will build a building to be used as a wholesale seed house.

TOLEDO, O.—New cleaning and loading machinery has been installed in the seed plant of Henry Hirsch.

MARINETTE, WIS.—The Marinette Seed Co. has increased its capital stock from \$50,000 to \$75,000. The new issue is preferred stock.

NEW YORK, N. Y.—The building of the bankrupt J. H. Thorburn & Co., which was bought by Carter's Tested Seeds is being remodeled.

THE WORD "Perfection" has been registered as trade mark 147,735 by Geo. P. Sexauer & Son, Brookings, S. D., for use with seeds and feeds.

JOLIETVILLE, IND.—There is very little mammoth clover seed, and no red clover seed.—H. A. McVey, agt., Goodrich Bros. Hay & Grain Co.

CHARLOTTE, N. C.—The stock and equipment of the American Seed Co. will be sold at auction Nov. 30 by the Independence Trust Co., as receiver.

DURANGO, COLO.—The Farmers' Supply Co. has bought the seed business of C. H. Clark. A mill for grinding stock and poultry feeds will be installed.

OWOSSO, MICH.—The George W. Young Co. has opened a retail flour, feed and seed store, where a complete line of the various commodities will be handled.

MASON CITY, IA.—The building to replace the burned seed corn plant of W. T. Ainsworth & Sons has been completed and machinery will soon be installed.

PRODUCTION of sudan grass seed in Texas is estimated to be but 50% of that of 1920. Harvesting of the crop was completed under almost ideal weather conditions.

AN ASS'N of alfalfa seed growers in South Dakota has formed a pool of the seed grown by its members. The ass'n purposes to certify and guarantee all seed shipped.

YUMA, ARIZ.—The Delta Seed & Feed Co. has moved to its new location and equipment is being installed to improve the handling of field and grass seeds and feeds.

CHICAGO, ILL.—The Albert Dickinson Co. has issued \$2,500,000 of first mortgage bonds on its plant. The bonds bear 7% interest and are being offered for sale to the public.

MECHANICSBURG, O.—The business of the Wing Seed Co. is to be continued under the same management by the receiver, decision to this effect having been made at a meeting of creditors Nov. 7.

EGAN, S. D.—Fire recently destroyed the seed warehouse of the Scharnhorst Seed Co., entailing a loss of \$30,000. In addition to a large stock of other seeds, 7,000 bus. of seed corn were destroyed.

ORANGE sorgo or cane seed production is estimated to be about 70% that of last year, and sumac sorgo 60%. Unless prices improve it is probable that much of the crop will not be threshed but will be fed to livestock.

JEFFERSON CITY, MO.—Threshing of clover seed was late. The average yield was 1.7 bus. per acre against 2.2 last year. Timothy seed averaged 4 bus. per acre, millet 13 bus., grain sorghums 23 and soybeans 14. Last year sorghums yielded 30 bus. per acre, but in the southwestern part of the state this year kafir worms caused almost total loss of the seed.—Missouri Crop Reporting Service.

SAN BENITO, TEX.—The Roy E. Clark Seed Co. has succeeded the I. G. Adamson Seed Co.

PHILADELPHIA, PA.—Abbott & Cobb have moved into the building which they purchased recently. This has double the capacity of their old plant, and in addition they have a seed storage house a short distance away.

THE ELEVENTH annual state seed show of Idaho will be held at Idaho Falls, Jan. 10-13. Prizes totaling \$1,500 are to be offered, and it is expected that the Idaho display at the International Grain & Hay Show to be held in Chicago Nov. 26 to Dec. 3 will be returned for exhibition at the state show.

MADISON, WIS.—Preliminary estimate of flaxseed production is 93,000 bus., compared with 101,000 bus. last year; of field peas, 1921 crop was 665,000 bus., compared with 1,063,000 bus. in 1920, and of field beans, 103,000 bus., compared with 147,000 bus. last year. This state, the leading producer of clover seed, will produce only 201,000 bus. of seed, as compared with 338,000 bus. last year.—Wisconsin Crop Reporting Service.

### Seed Conditions in Holland.

In the 50 years that we have grown and gathered natural grass seeds we have never known a season so bad as regards crops. Plants suffered severely from the extreme heat and drouth of the summer, and in many cases seed crops could not be spoken of. There are a few exceptions, like orchard grass, which grows in our country more especially on heavy ground and this could better resist the drouth than those seeds grown on sandy soils.

It seems to be not generally known to our American friends that not all the natural grass seeds are specially cultivated. Many varieties grow wild in the woods as well as in our meadows, the so-called Dutch Lowland Meadows. Gathering these seeds is rather expensive nowadays, as the seed cutters prefer to go to the factories on account of the high wages paid there rather than to cut seed in years of small crops like this.

When, a half century ago, our firm started seed harvesting by gathering and hand picking, many difficulties had to be overcome, this work being then unknown. Now seed gathering or collecting is very common and there are villages in the different sections whose population for two-thirds of the season are busy gathering seeds for us.

The crops of the following varieties were extremely small this year: *Festuca ovina angustifolia*, *Agrostis-Creeping Bent*, *Poa nemoralis*, *True Anthoxanthum odoratum*, *Festuca heterophylla*, *Crested Dogtail*, *Alopecurus pratensis* and *Poa trivialis*. Stocks are already exhausted and further supplies are not to be expected.

It is a little early yet for clover seeds in Holland as threshing usually does not start until after freezing weather has set in. From reports so far received, and judging from what we see in our own neighborhood, we can say that both white and red clover crops will be rather insignificant. Most fields are rather poor looking on account of the abnormal heat and drouth which made proper development of the plants impossible. Many fields have been cut for fodder. A large trade was done, both domestic and export, in July and August.

This coming season we look for a big trade again, as much grass and clover seeds will be wanted. Red clover will be in especially strong demand. Old stocks in our country are well cleared. Market for clover seeds is rather dull now but we expect higher prices later when the trade covers its requirements. We fear the total crops will not meet consumptive needs.

Reports are conflicting, but we understand the crop of red clover in France is very small, even said to be one-tenth of normal; Belgium small crop; England about half the quantity of last year; Holland almost no crop; Czecho-Slovakia one-third of last year's crop. It is expected that Czecho-Slovakia will prohibit

the exportation of red clover, and should this occur other countries are certain to follow.

Crops of all other grass and clover seeds are or will be sufficient, and prices moderate.—N. V. Zaadhandel voorheen Wm. E. Busgers & Co., Arnhem, Holland.

### From the Seed Trade.

FORT SMITH, ARK.—Cow peas this season will average about 75% and sorghum from 90% to 95% of a normal crop. The principal variety of cow peas we will have to offer this year, is the Whip-poor-will; of cane seed a small quantity of Amber. Most of our cane seed, however, will be of the Orange variety. Clover, timothy, alfalfa and alsike planted only in a limited way and used for pasture and hay, the crops not being gathered for seed.—Arthur G. Lee.

TOLEDO, O.—December liquidation is nearly here. Open trades this year are lighter than usual. Some longs may take delivery while others may switch to more distant futures. Money is still tight and cash houses may change over to February which will give them the seed in time for spring trade. Toledo has a fair stock of clover, but only 4,219 bags of prime had been made up to last Monday. A great deal of the seed here contains too much brown seed to make prime.—The C. A. King & Co.

TOLEDO, O.—Present holders of clover seed seem reluctant to sell. Expect to go through the usual holiday dullness, but look for big demand when the new year gets under way. That's the opinion of many in the trade, and that includes some well informed dealers. We have about the usual small bunch who continue to howl calamity ahead and can see no good in anything. We are not saying seed is going up. A lot of things can happen to the innocent bystander, but don't you think it's about time we all began to look on the brighter side of things generally.—J. F. Zahm & Co.

TOLEDO, O.—Clover continues strong. The sharp upturn was due more to lack of offerings than volume of demand. Better cash demand with country offerings light. Unless receipts increase there doesn't seem any likelihood of permanent setbacks. Actual cash demand does not develop until after the first of the year, the big demand usually in February and March. Will present prices create a tendency to buy late this year? On account of high prices there has been more of this last minute buying in March and April during recent years. Many predict big Spring demand.—Southworth & Co.

MINNEAPOLIS, MINN.—Our crop of flaxseed will be less than last year, and much over half of it has been marketed. We have only imported to date in 1921 from Argentine 8,317,000 bus. as against 21,303,000 bus. last year. Europe has imported 39,000,000 bus. as against 16,000,000 bus. last year. We may want over 15,000,000 bus. of this crop. Will Europe let us have it? Argentine values have declined slightly, but offerings are not large, and no offerings as yet of new crop. High premiums continue to be paid in this market and Duluth for spot seed, and oil is quoted at practically no margin of profit to the crusher. Naturally if a crusher cares to speculate he will sell seed short rather than oil under these conditions, but with this short crop it is the wheat speculator and not the crusher who sells flax futures.—Archer-Daniels Linseed Co.

PARIS, FRANCE.—With exception of Italy, which has a good average crop, all European crops of red clover have given only a very small yield. Quality will generally not be as fine as last year's. Stocks of old crop are only normal everywhere, with exception of Italy and France who both have still a little surplus left. The quietness of the market is due more to general straitened financial circumstances than to a lack of needs. It is most probable that much higher prices will be quoted later on. The European crop of alfalfa is generally large. Stocks of old crop



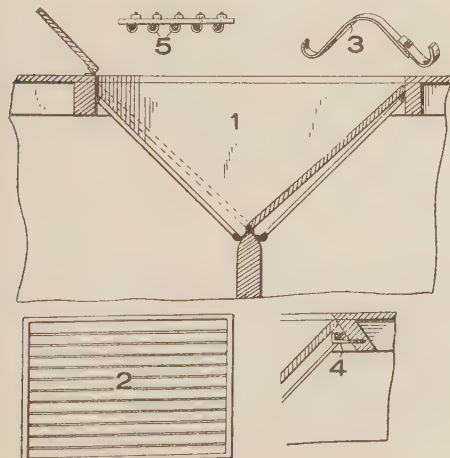
are everywhere only normal. France is offering at very cheap prices which are not likely to be very much reduced later. Little is left of the French, Hungarian and Bohemian 1921 crop of crimson clover. Some stocks of the French crop of 1920. It is most probable this article will reach enormous prices until the new crop comes in, in July, 1922. We have a good crop of fine quality French grown Italian rye grass.—Michel Cherot.

CARMEL, IND.—We believe the crop of field seed this season is the smallest that has ever been produced in our county, and the small amount that was threshed was of poor quality. There was but very little clover carried over last year, a few farmers keeping enough seed to supply their own requirements for two or three seasons. We believe that the demand for red clover and timothy seed in a retail way this spring will be stronger than at any time in several years past. Our retail radius never produces timothy seed, and the farmers locally have about quit threshing clover for seed as the crop proves very unsatisfactory and is worth more for hay. Nineteenths of the seed that farmers will sow the coming spring will have to be shipped in.—C. Y. Foster & Son.

DENVER, COLO., Nov. 21.—There is a comparatively small amount of clover such as red and alsike used in this vicinity; the same may be said of cow peas. There is practically no timothy raised for seed, it being used for hay only. We are looking for an increase in acreage planted next season, as we believe the farmers planted only what they were sure they could take care of this past season. Although prices have been very low, we believe, the farmers, as a whole, will put in good crops next year. The seedsmen undoubtedly carried over more or less seed, but we do not believe the farmers have any stocks, unless they are carrying some of the new seed over for their own seeding next year. We do not believe the farmers are discouraged as a result of low prices this year, for in former times we have found that a bad year is usually followed by a fair, or good, year, and we think, therefore, the farmer will plant more rather than less than he did this past year.—The Barteldes Seed Co.

THE Eastern Grain Standards Board of Canada met at Toronto recently to attempt to establish commercial grades for the current year. Not enough samples were available, and another meeting must be held.

THE TAX BILL which has passed the House and Senate and gone to conference, and is known as H. R. 8245, by Fordney, would repeal effective, Jan. 1, 1922, the taxes on transportation of freight, express and passengers, sleeping car and parlor car accommodations, berths and staterooms, as well as the parcel post tax. The tax on telephone, telegraph and cable service, and leased wires, would remain unchanged.



Grate for Grain Dump Opening.

## Organize Corn Belt Advisory Com'ite.

The War Finance Corporation has appointed a Corn Belt Advisory Com'ite to endeavor to obtain co-operation of the banking institutions generally thruout the corn belt for the purpose of providing adequate financing for the orderly marketing of corn and the feeding of live stock. It is thought that existing conditions warrant the granting of liberal credits to assist farmers in storing corn and in purchasing feeder livestock thru loan companies and banks, and that a better price can be obtained for the grain by feeding it to livestock than by selling in the market under present price conditions.

The com'ite, which is expected to cause meetings of farm organizations and bankers to be called in the different states to investigate and help work out local problems, is composed of the following men: Warren T. McGray, Governor of Indiana, at one time pres. of the Grain Dealers National Ass'n and a prominent breeder of livestock, chairman; E. T. Meredith, Des Moines, Ia., publisher and former sec'y of agriculture; J. R. Howard, Chicago, pres. American Farm Buro Federation; Edward Chambers, Chicago, vice-pres. A. T. & S. F. Ry.; Alexander Legge, Chicago, gen'l mgr. International Harvester Co.; Charles Brand, Urbana, O.; Lloyd S. Tenney, U. S. Dep't of Agriculture; and C. H. McNider, pres. First National Bank, Mason City, Ia.

The com'ite will establish headquarters in Chicago.

A FRENCH decree issued recently fixes the import duty, both general and minimum, on malt grain and flour at 15% ad valorem. The former rate was 8 francs per 100 kilos on malt grain, and 12 francs on malt flour.

## A Grate for Dump Openings.

The operator of a grain elevator where grain is received in wagons and trucks knows how much difficulty and inconvenience he experiences because farmers frequently forget to remove shovels, coats, plow shares, empty sacks and other foreign objects from their load before dumping. He also knows full well the damage that can be caused to shellers, leg belts and other machinery when some foreign object becomes entangled with the moving parts of the plant. And what elevator man has not enjoyed the occupation of digging for an empty sack or an article of clothing that has stopped the flow of grain thru the dump sink discharge gate?

The device shown in the engravings herewith has recently been invented by H. A. Peterson, of Atwood, Kan., to minimize the difficulty and danger due to foreign objects in loads of grain. Patent No. 1394577 has been issued on the invention.

A hinged door for separating the two dump sinks served by a single floor opening is hinged to the stationary dividing wall; and removable grids or grates are provided for separating large objects from the grain as it passes into the sinks.

The grates, shown at 2, are supported at the top of the dividing wall by means of hooked strap iron members formed as shown in 3. The swinging door itself is hinged above the grates, in the manner shown in 1. Moving the door from one side to the other opens one sink and closes the other, while the grates remain in place at all times. The grates being held in place by the hooks, and resting against a joist at their upper end, can be removed easily whenever it becomes necessary for the workman to descend into the sink.

When the joists are inclined as shown in the detail drawing 4 the grates can be supported along their upper edge by providing lag screws with their outer end portions terminating in upwardly projecting extensions as shown. The grates themselves may be made by inserting bars into end and side members, as at 2; or the bars may be secured to the cross members by means of hooked bolts as shown in 5.

# ELLIS DRIERS

XX

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XX

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**A. B. C. Improved 5th Edition**, contains a complete set of five letter code words for every expression in the former edition. Any two of these words may be combined and sent as one word, reducing telegraph tolls 50 per cent. Price in English, \$18.00.

**Miller's Code (1917)**, for milling and flour trades, 3 1/2 x 6 inches, 77 pages, \$2.00.

**Riverside Code**, fifth edition, for millers and flour dealers. Bound in flexible leather, 228 pages, \$3.00.

**Baltimore Export Cable Code**, most popular and simplest code for export trade. Bound in red leather, third grain edition, 413 pages, size 7x9 1/4 inches, \$15.00; fourth edition, for grain, stocks, bonds and general merchandise, 160 pages, 6 1/4 x 9 inches, \$15.00.

**Cross Telegraphic Cipher Code**, for provision and grain trade. 145 pages, bound in flexible leather, \$2.00.

**Your Name** in gilt letters stamped on front cover of any of the above books for 35 cents extra. Any code upon short notice.

## Grain Dealers Journal

309 S. La Salle Street,

Chicago, Ill.



## Supreme Court Decisions

**Brokers.**—A broker may not deal with the subject-matter of the agency for his own advantage without fully disclosing to his principal all the facts within his knowledge, and if he does so without such disclosure and realizes a profit to himself individually, he may be made to account to his principal therefor.—*Johnson v. Mitchell*. Court of Appeals of Kentucky. 233 S. W. 884.

**Tenant's Right to Crop Insurance.**—Altho under C. S. § 2355, the possession and title to all crops raised by tenant or cropper in the absence of a contrary agreement are deemed to be vested in the landlord until the rent and advancements have been paid, this does not divest the tenant of an insurable interest in the crops before division. Where a tenant insures his interest in the undivided crop without the landlord's knowledge, and the property is destroyed, the tenant has the right to all of the insurance money as against the landlord.—*Batts v. Sullivan*. Supreme Court of North Carolina. 108 S. E. 511.

**Bank Has No Authority to Deliver B/L with Privilege of Money Back.**—A bank which discounts a sight draft for the purchase price of goods, with a B/L attached, is entitled to recover the amount of such draft from a correspondent bank to which it is sent for collection, where it is shown that such correspondent bank delivers such draft and B/L to the consignee upon deposit with it of the amount of the draft, who, in turn, surrenders such B/L to the carrier and receives the goods, even tho it appear that the correspondent bank delivered the B/L with the understanding that the consignee might have his money back if he determined to reject the goods. Such correspondent bank has no authority to deliver such B/L upon such conditions, unless it is specifically authorized to do so by the assignee bank.—*Old Nat. Bank of Waupaca v. People's Bank of Harrisville*. Supreme Court of Appeals of West Virginia. 108 S. E. 716.

**Obtaining Shipment from Carrier by Fraud.**—When a shipper delivers property to a carrier on a contract for carriage and delivery to a consignee in another state, the property remains under the protection of the federal statutes regulating interstate commerce until it is lawfully surrendered to the consignee or his assignee. The placing by a terminal company of a car containing an interstate shipment, under an order bill of lading, on its side track to the warehouse of the consignee, but without surrendering possession to the consignee, held not a delivery which took the shipment out of interstate commerce. That defendant in obtaining delivery of a car of grain from a railroad company by fraud and deception acted in the name and for the benefit of a corporation of which he was the principal owner held not a defense, but to render both defendant and the corporation chargeable.—*Boyd v. United States*. U. S. Circuit Court of Appeals, 275 Fed. 16.

## Books Received

**WHEAT IN KANSAS** is almost cyclopedic in the completeness of its information regarding the leading crop of that state. While especially valuable to the grower this volume contains much information of interest to grain dealers and millers. Illustrated, 326 pages. J. C. Mohler, sec'y Kansas State Board of Agriculture, Topeka, Kan.

**YEARBOOK OF THE U. S. DEP'T OF AGRICULTURE, 1920**, has been issued by the Dep't. This 888-page book contains statistics on production of various crops and other farm products in 1920, together with other information of interest to those engaged in agricultural pursuits. Cloth. Government Printing Office, Washington.

## Ergot in Wheat.

Ergot, a widespread disease of rye, and occasionally found on wheat and other cultivated cereals and related grasses, has this year been observed in North Dakota as a destructive disease of wheat. Samples of threshed wheat sent to the U. S. Dep't of Agriculture from several points in northeast North Dakota carry as much as 10% by weight of ergot bodies. This, however, does not properly reflect the exact quantity of ergot present in the wheat as it grew because much of it may have been separated in the threshing process.

The wheat in which ergot has been found was grown principally in the vicinity of Grafton, Sables, Newville and Devils Lake, North Dakota, and it appears to infect durum particularly. At any rate, higher percentages have been found in wheat of the durum varieties.

Ergot can be distinguished in ripening wheat as large bluish black bodies, which in many instances are from three to eight times as large as the grain of wheat or rye which they displace in the head. Many of these bodies fall to the ground during the process of harvesting and lie on the ground all winter. They germinate in the spring and produce spores which infect the wheat or rye head when it is in bloom. As a disease of wheat ergot has been found from New York to Oregon and from the Canadian border to the southern limits of the wheat producing area, but not until within the past three years has it attracted more than passing attention. It now appears to be becoming more prevalent and more widely distributed.

Ergot is poisonous to animals when it is fed to them. One-tenth of one per cent of ergot by weight makes the grain dangerous for feeding or milling purposes. Screenings containing it cannot even be fed safely to chickens, this fowl being particularly sensitive to ergot poisoning. The poisoning frequently results fatally.

Ergot can be controlled by planting seed that is known to be clean, provided the soil is not infected. Planting wheat after rye is bad practice because the disease is especially liable to attack rye, which will leave bodies in the soil to infect the wheat the next spring.

Seed containing ergot bodies can be cleaned by pouring the grain into a vat containing a 20% solution of common salt, stirring thoroughly to bring the bodies to the surface. The solution, having a higher specific gravity than plain water, will float all the ergot bodies and pieces of them, and they may be skimmed off the surface. Seed so treated should be washed a second time in fresh water to remove the salt, which would affect the germinating properties.



## Kill Rats

### NEW WAY

In France the World's greatest laboratory has discovered a germ that kills rats and mice by science. Absolutely safe. Cannot harm human beings, dogs, cats, birds, chickens, or pets. Quickly clears dwellings and outbuildings, with no offensive after effects. It is called Danyaz Virus.

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## Freight Claims.

The Freight Claims Com'te of the National Industrial Traffic League, Geo. A. Blair, chairman, has made a report which has been adopted by the League and from which the following is taken:

At every joint conference since the McCall-Dinsmore decision was rendered, in view of the variance of opinion both with shippers and railroad companies regarding it, your Com'te has endeavored to get a definite expression on the subject from the Freight Claims Division. The Freight Claims Division of the American Railway Ass'n, at the last joint conference, offered the following for our consideration:

"Admitting that as a principle, we agree that in the case of loss of goods, if the shipper is the claimant, he is seeking to recover all that he would have had. Nobody has paid him for his goods. We pay him his invoice, provided that was representative of the value at the time of the shipment. In other words, the value at the time and place of shipment, we would pay the shipper.

"If the claimant were the middleman, the jobber, and the goods never reached the consignee, and the consignee had not paid the jobber, and the carrier was liable, we would pay him on the basis of what he had actually sold the goods for to the consignee.

"If the consignee were the claimant, and he had paid the middleman, or the jobber, and we failed to deliver the goods to the consignee, we would owe the consignee the wholesale value of his goods on the day that they should have reached him, according to our regular schedule."

It is the opinion of our Com'te that this is at least a reasonable interpretation of the decision, and its acceptance by our members would go far toward removing the difficulties experienced in disposing of loss and damage claims, and would take care of the situation with the exception of claims of a special nature, which would have to be considered on their merits.

**Interest on Loss and Damage Claims.**—The question of interest on loss and damage claims has also been considered at previous conferences. Our Com'te at the last conference affirmed the position previously taken and endorsed by the League, that interest at 6 per cent should be allowed on all loss and damage claims properly supported which remained unpaid at the expiration of 60 days from the date filed with the carrier. In addition to this we submitted them two propositions, subsequently agreed upon by our Com'te:

First.—If a railroad company is liable for loss and damage, the responsibility lies with it and not with the shipper or consignee.

Second.—The time required to investigate and handle claims is something for which neither the shipper nor consignee is responsible; this to answer the objections raised by the Freight Claims Division of the American Railway Ass'n to the proposition originally submitted them. (See pages 25 and 26 of Circular No. 347.) The Freight Claims Division again took the position that interest was never exacted on any business until a just claim or debt had been determined, and that time was necessary to develop this.

A lengthy discussion developed the fact that the Freight Claims Division had no authority to agree to any proposition involving the payment of interest on loss and damage claims; that it was a matter to be handled by the law departments of the various transportation companies. It was then decided by our Com'te that the matter would be reported to the Executive Com'te of the League and our Council for further action; it being suggested that it might be advisable to bring a test case in the event that a conclusion could not be reached by the Council of the American Railway Ass'n and the Council of the National Industrial Traffic League.

There have been fewer complaints within the past few months regarding delays in settlement of claims, and there is evidently more of a disposition on the part of the railroads to handle these claims more promptly than in the past. Our members are urged to see that all claims are complete and properly supported before filing, as a great deal of unnecessary correspondence and delay can be avoided by taking this precaution in the first instance.

ONE PERSON in thirty of the entire population of the United States is a public employee. The 3,250,000 persons in the civil service are scattered thru the federal, state, municipal and county governments in a multitude of departments and bureaus.

THE COMPULSORY wheat pool in New South Wales has been abandoned, due to refusal of the parliament to sanction it. Some farmers there and in South Australia are forming voluntary pools of their next crop on the basis of a guarantee by the government of 3 shillings per bu. delivered at railway sidings.



## Supply Trade

Omaha, Neb.—The many friends of W. C. Bailey, prominent elevator builder of this city, will be grieved to learn of the recent death of his wife.

"Samson had the right idea of advertising," writes W. W. F. "He took a couple of columns and soon had everything coming his way."—Boston Transcript.

Paxton, Ill.—C. L. Aygarn of the Challenge Dump Co., and a pioneer in the manufacture of dumps, recently suffered a paralytic stroke. His many friends in the grain trade hope for his speedy recovery and return to business.

St. Joseph, Mo.—Manufacturers who contemplate registering trade marks will find valuable information as to limits to which they can go in following established marks in a pamphlet sent gratis to the trade by the Aunt Jemima Mills Co., containing in full various court decisions.

Wichita, Kan.—Grain elevator owners and grain firms who contemplate the erection and improvement of elevators will do well to send for catalog No. 25 recently issued by the White Star Co. This catalog gives valuable information relative to the company's extensive line of mill, elevator and warehouse supplies and equipment.

Chicago, Ill.—W. F. Leggett, for the past two years advertising manager of the Webster Mfg. Co., has resigned this position, and will hereafter devote his entire time to technical advertising, including material handling machinery, grain elevator equipment and kindred lines. Mr. Leggett's extensive experience along these lines enables him to render an efficient service to the manufacturer who contemplates an advertising campaign. Mr. Leggett, whose office is located in the Monadnock Bldg., was succeeded at the Webster Mfg. Co. by C. I. Rehnquist.

New York, N. Y.—The governors of the New York Stock Exchange have decided to remove the ban on advertising by members, which was put in effect during the Spanish-American war. The more liberal policy with regard to advertising pursued by the curb market for several years past has immensely increased the volume of business and the prestige of the curb market, while some of the more enterprising members of the Stock Exchange found themselves stran-

gled by the regulations. A more general use of advertising by brokerage firms cannot fail to be helpful in gaining public interest and confidence in their operations.

Indianapolis, Ind.—The W. S. Frye Transfer Co. is being made the victim of an unmerited boycott carried on by the building trades unions. The trucking, heavy hauling and rigging business of Indianapolis is 99 per cent open shop, and altho the Frye Co. changed from closed to open shop six years ago, building contractors are being urged to let no more contracts to it, in a letter from the building trades council, signed by F. J. Sherman as sec'y, one of the 32 so-called dynamiters who served time in Fort Leavenworth prison. Union men are permitted by the union to work for other open shop teaming concerns. In view of this injustice the contractors of the city are rallying to the support of the W. S. Frye Transfer Co.

### Back Stop for Elevator Legs.

Every elevator operator knows the trouble occasioned when the power is suddenly cut off from an elevator leg. If the leg is not equipped with a mechanism to retard backward movement, the weight of the grain in the buckets forces the belt to reverse its direction of travel and the boot fills with the accumulated material. This means delay and hard work to clear the choke, and it sometimes causes serious damage.

The device shown in the engraving reproduced herewith is a back stop to be applied to the head shaft to prevent all movement of the pulley and belt in the backward direction.

The pulley or brake wheel shown is keyed to the head shaft, while the remaining portion of the mechanism is bolted to a nearby support. When the shaft is moving in the normal direction, right to left, the brake band permits the wheel to turn freely. Movement in the opposite direction causes the wheel to increase its frictional contact with the roller carried in the end of the hinged arm and this arm is forced downward. The arm carries with it the operating end of the brake band, tightening the brake against the wheel and stopping it. As long as the weight of the grain held in the buckets continues to pull downward on the belt the brake holds tight and prevents motion; but when the power is again applied the shaft turns freely once more without interference from the back stop.

Ample provision is made for adjustment of

the brake band, which is lined with friction fabric similar to that used in automobile brakes. A chain weight helps to hold the friction roller against the wheel, keeping the device in readiness to operate instantly.

This type of back stop is used in many terminal elevators on legs of large capacity. It is manufactured by the Weller Mfg. Co.

### Clear Record Coal Claims.

The carriers class a claim as "clear record" if after investigation they find no hole or depression in the coal, no evidence of leakage, no transfer in transit, or other visible indications of loss. In such case some of them attempt habitually to decline the claim despite the fact of loss indicated by the origin and destination scale weights. The trouble with a "clear record" claim is that the record is not clear. By the best of tests, namely, scale weights, the carrier's record is distinctly cloudy.

The following is an extract from a letter of the claim department of a large railroad declining a loss claim on coal:

"It is the duty of the carriers to transport freight without negligence. In this instance an investigation has failed to show such negligent handling. It devolves on claimant to show that the carrier was negligent. The difference in weights, considering the method employed in obtaining, is not sufficient evidence of carrier's liability."

We have here a typical expression of the attitude of some railroads on so-called "clear record" claims. Observe the erroneous major assumption of the claim agent to the effect that the carrier is liable for loss only if negligent, while in truth it is liable despite its freedom from negligence.

From this wrong premise the claim agent passes to another, namely, that the burden is on the shipper to prove the carrier's negligence. As a matter of fact, the negligence or freedom from negligence of the carrier has nothing to do with the case. The only issue is, was there in fact a loss of coal in transit? If so, the carrier is liable.

To these two errors the claim agent adds a third in his letter when he says that the difference in scale weights at origin and destination is not sufficient evidence to establish the carrier's liability. This statement flies in the face of judicial opinion. A shipper who in court introduces his scale weights of the coal delivered to the carrier at point of origin and then puts in his scale weights at destination has made a case upon which the court and jury, in the absence of pertinent rebuttal evidence, will enter judgment.

The claim philosophy of the agent quoted above is a bit droll. He says in effect: "We won't trust scale weights. Rather than do that we shall conduct a solemn inquiry. We shall proceed to investigate ourselves and see if we are not true and the scale false. If we don't convict ourselves of negligence [which has nothing to do with carrier's liability] we shall conclude that we are innocent and the scales are guilty. If we do not feel conscience smitten and ashamed of ourselves after we have looked ourselves over, we will deny our responsibility, although two of the best scales in the country cry out the fact of loss. If we don't suspect ourselves, everybody else is bound to suspect and repudiate the scales."—Ralph Merriam in the *Retail Coalman*.

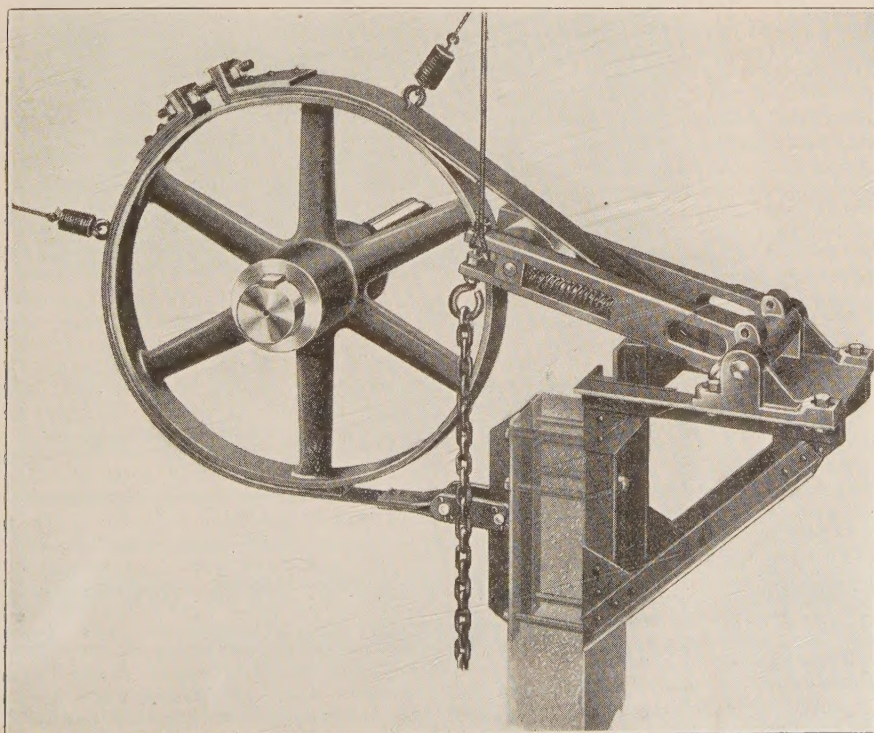
### The Tally.

It isn't the job we intended to do  
Or the labor we've just begun  
That puts us right on the ledger sheet;  
It's the work we have really done.

Our credit is built upon things we do,  
Our debit on things we shirk,  
The man who totals the biggest plus  
Is the man who completes his work.

Good intentions do not pay bills;  
It's easy enough to plan.  
To wish is the play of an office boy;  
To do is the job of a man.

—Richard Lord in the *Flyleaf*.



Back Stop for Elevator Legs.



## Patents Granted

**1,394,355. Belt Fastener.** Boyden C. Robinson, Long Lake, N. Y. A sheet metal belt fastener with prongs for engaging the belt and a hinge portion for pivoting two of the fasteners together to connect the ends of a belt.

**15,217. Reissue. Ventilated Grain Crib Stave.** Warren A. Caldwell, assignor to Caldwell Silo Co., Inc., Oskaloosa, Ia. An elongated body portion has openings defining an intermediate connecting web, and a plurality of rigid reinforcing bars extend across the connecting web, while the ends of the bars are embedded in the body portion to form a grating.

**1,393,033. Car Seal.** Harry L. Martin and Wm. C. Willis, Memphis, Tenn. This car seal has a casing with one end closed and a sealing strip secured to the casing at its open end. The sealing strip may be folded and inserted into the open end of the casing and means are provided for locking it therein against withdrawal.

**1,393,962. Grain Car Door.** William Pinet, Vonda, Sask., Canada. The door is mounted in a sliding frame to which cranks are attached, and blocks are slidably mounted upon the door and connected to the cranks, and there is an arm secured to a connection between the cranks whereby the blocks can be raised and lowered.

**1,395,927. Car Door Opener.** Daniel W. Millsaps, Greenville, S. C. A rod is fastened across the door in a horizontal position near the top. A pole which has its upper end extended above the rod engages the rod with an eye and at its upper end it is fitted with a spindle on which there is an antifriction roller that engages the door.

**1,394,018. Conveyor Belt.** Isaac S. Jackson, assignor to the Rossendale-Reddaway Belting & Hose Co., Newark, N. J. A conveyor belt having a protective coating thereon, the coating comprising a material adapted to be applied in substantially a fluid state, a solid material to be thereafter applied and retained by the setting of the first mentioned material.

**1,393,553. Adjustable Dust Collector.** Martin W. Leonhardt, Chattanooga, Tenn. A cyclone dust collector is made with its outlet pipe having its lower end divided upward from the bottom into a plurality of segmental tongues adapted to be variably compressed circumferentially and overlap each other so as to form a variable cone diminishing downward, and means are provided to effect the compression.

Patent 1,393,554 was issued to the same inventor on a similar device.

**1,394,577. Dump for Grain Elevators.** Henry A. Peterson, Atwood, Kan. The dividing wall in a dump terminates below the trap door opening and carries oppositely directed hooks on its upper portion. Grid members bridge the space between the top of the dividing wall and the edges of the opening, the lower portions of the grid members being engaged with the hook members.

**1,393,993. Grain Separator.** Adolph G. Fehring, Minneapolis, Minn. A housing having screened openings in the upper portion of its sides is combined with partitions in the housings adjacent its sides and having openings adjacent the screen openings, while oppositely inclined screens extend from and between the partitions. Means are provided for forcing air currents between the partitions, thru the openings and out of the screen openings.

**1,393,892. Dust Collecting Machine.** Jacob C. Luten, Reading, Pa. A casing having a dust collecting member mounted within it is fitted with a restricted opening at one end, and it is combined with a suction chamber in which is located a suction fan. The collecting member has longitudinal ribs formed on it, and the casing has receiving grooves for the ribs, whereby the collecting member may slide into the casing and be guided horizontally.

**1,395,947. Distributing Spout.** Fred W. Cooley, assignor to James J. Gerber, Minneapolis, Minn. A distributing spout composed of telescoping sections is combined with leverage compensating devices including movable supporting members for the sections under a variable leverage which increases against the buckling strain on the telescoped ends of the sections in proportion to the extent of their outward separating telescopic movement.

### Grain Standards Hearing at Portland.

A hearing was held recently by representatives of the U. S. Dep't of Agriculture at Portland, Ore., to consider the use of standards other than those promulgated under the Grain Standards Act for grading wheat exported from certain Pacific Coast ports.

For many years it has been the practice of Pacific Coast exporters to sell their grain to foreigners on the basis of type samples prepared by the Portland Chamber of Commerce. The question at issue in the hearing is to determine whether this practice shall continue or whether it shall come to an end and the federal standards be used on all shipments.

The Portland Chamber of Commerce classifications are white Walla, white Pacific, red Pacific, hard Pacific and spring Pacific.

A report and decision on the matter is expected to come from the Dep't later.

### German Grain Crop Big.

Hugo Meyer, president of a grain importing firm in Dusseldorf, Germany, is in the United States, and while in Chicago recently he made the statement that Europe, especially Germany, harvested a bigger crop of wheat and rye in 1921 than in 1920, which means that Germany does not have to import on such a large scale as last year. It has an ample stock of wheat and rye for at least 6 months' need and German mills will not buy now or in the future large quantities at any one time in order to put in reserve stock and will buy only from hand to mouth. It is impossible for any miller to keep large stocks owing to the deflation of the German mark. In pre-war times, one ton of American wheat cost about 150 marks, c. i. f. Hamburg. Today German millers have to pay at least 6,000 marks. Regarding corn and other feeding stuffs, Germany can use good quantities, as cattle and hogs are increasing. Everything, however, depends upon the further development of German currency. Last year Germany bought 111 million bushels of grain, while this year she will buy between 50 and 75 million bushels.

A good market appears to exist in Spain for American corn, according to the U. S. commercial attache at Madrid.

### Friction Cause of Chief Loss.

Slipping belts, overheated bearings and other conditions producing friction sparks in flour mills resulted in losses of \$502,563 in this class of property, according to a compilation made by the National Board of Fire Underwriters, thru its Actuarial Bureau.

The total recorded losses for the year 1919 in this class amounted to \$2,013,736, so that the chief hazard, Sparks from Machinery, caused 24.9% of the whole damage. These figures, which cover 125 claims, bear out the opinions of investigators as to one of the major causes of explosions and fires in dusty atmospheres. It may be pointed out, however, that careful housekeeping, the installation of blowers and other precautions, will eliminate the highly inflammable dust, the presence of which is the real factor in causing trouble.

Sparks from Combustion occupied second place in the list with a destruction of \$414,151, or 20.5% of the aggregate. Electricity, with an entry of \$75,604, or 3.8% of the total, stood in third place among the originating causes. Exposure showed losses of \$93,139, but this is an effect and not a cause of fire.

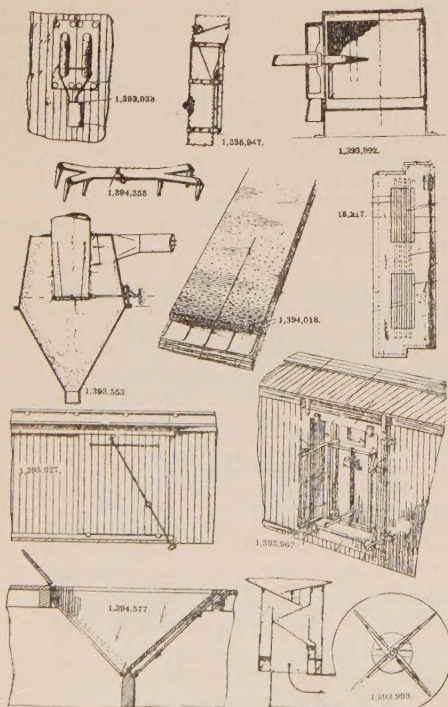
### Insurance Notes.

CONCEALED electric wiring is not permitted by the Electric Code of the mutual life insurance companies, specializing in grain elevator insurance, unless such concealed wiring is in iron conduit. Neither is wood moulding recommended, nor will it be approved under conditions of excessive dust and dampness. The safest plan is to install all electric wiring in rigid iron conduit wherever it may be.

THE FIRE LOSS in Illinois in October was \$1,363,140, according to the report of State Fire Marshal John G. Gamber. To "burn money" at a corresponding rate, one would need to burn \$5 bills six per minute for a month. Electricity caused fires resulting in the greatest loss, and other causes followed in this order: Spontaneous combustion, exposure, lightning (buildings not rodged), explosions, sparks on roofs, defective or overheated flues, matches and smoking.

WATER barrels made it possible to save an elevator recently. The barrels had been placed in the cupola on the recommendation of an insurance inspector, only a short time before the fire occurred. The inspector was moved to make the recommendation because the plant is operated by steam power and he felt that the smoke stack was too short and likely to shower sparks on the cupola roof. The exact cause of the fire that actually occurred was not determined, but it began in the cupola roof on the side adjacent the stack and opposite the railroad. The employees were able to extinguish the fire with only a few buckets of water, but if the water had not been available the story might be entirely different.

A WOODEN PULLEY in the elevator boot is charged by the insurance adjuster with responsibility for a fire in the plant of Tener & McGovney, Peebles, O., recently. When the owner of a pool room a short distance from the mill was closing for the night he saw fire in the basement of the plant and gave the alarm. The condition of the pieces of the boot which remained after the fire and the pulley that did not burn showed there was considerable end play in the pulley and a wood flight conveyor shaft and both the pulley and the inside of the boot were badly scored, giving evidence of rubbing. Wood pulleys are not safe for use in grain elevator legs. There is too much danger of their rubbing on the wood of the legs themselves, and wood rubbing on wood means fire sooner or later. Primitive man discovered this fact and utilized it to cook his food, but we must get away from the primitive in our grain handling plants of this twentieth century.





## Under \$500 or total—Which

Our records show that elevator fires are under \$500, or they are total. Where they are kept under \$500 proper fire fighting equipment is maintained. Are your barrels and buckets and other extinguishers in shape for the winter, or if a fire breaks out in your plant, will it mean a total loss?

G. R. McCOTTER  
Western Manager  
Omaha, Nebraska



C. A. McCOTTER  
Secretary  
Indianapolis, Ind.

Fire Explosion Windstorm Automobile

ORGANIZED 1902

## TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE COMPANY LIVERNE, MINN.

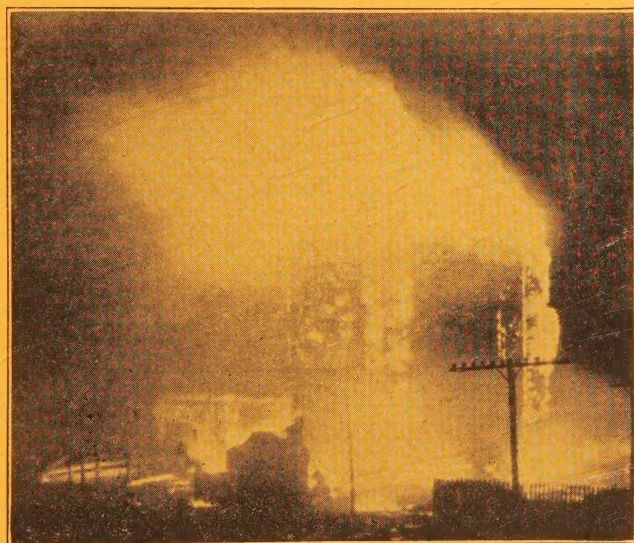
Average return for 19 years, 50% of the Deposit Premium.

Grain values reported monthly affords full protection.

Write for Information.

E. H. MORELAND, Secretary

**CAREFUL INSPECTION**  
before closing at night  
would have prevented this fire



**Do You Take This Precaution?**

**Mutual Fire Prevention Bureau**  
Chicago, Ill. F. F. BURROUGHS }  
EUGENE ARMS } MANAGERS

## Western Grain Dealers Mutual Fire Insurance Company

DES MOINES, IOWA

J. A. KING, President Geo. A. WELLS, Secretary

Write for Information Regarding Short Term Grain Insurance

**Many live stock  
shippers suffer loss.  
Be prudent—Avert it  
by insurance.**



*The  
Seal of Certainty*

Dead live  
stock are  
worthless—  
capital and  
profits are lost.  
Get Transit  
Live Stock  
Insurance in  
the Hartford  
Fire Insurance  
Co. that will  
pay your loss.

### A Three Days Loss Record at Omaha, Neb.

Out of 14,607 cattle,  
39,826 hogs and 15,-  
753 sheep received,  
there were 16 dead  
and crippled cattle  
and 382 dead and  
crippled hogs. Severe  
losses to some ship-  
pers if not insured.  
Don't fail to insure  
your stock before  
shipping.

*For full information and rates get in  
touch with the local manager of the  
Hartford Fire Insurance Company at  
point of destination or write to the*

## Hartford Fire Insurance Co.

*Live Stock Department*

39 So. La Salle St.

Chicago, Ill.





# MODERN EQUIPMENT

for the ELEVATOR and MILL



*Weller-Made Trippers Ready to Be Installed in Northern Central Elevator  
Pennsylvania Railroad at Baltimore, Md.*

## Call On Us For

Belt Conveyors  
Drag Conveyors  
Pan Conveyors  
Ribbon Conveyors  
Screw Conveyors

Bucket Elevators  
Elevator Buckets  
Elevator Boots  
Elevator Casings  
Elevator Heads

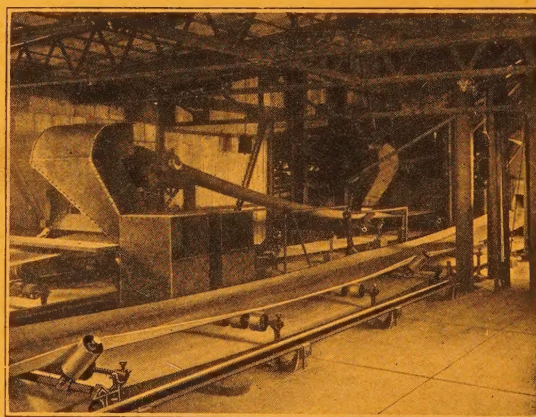
Continuous Grain Driers  
Rotary Grain Driers  
Car Pullers  
Car Loaders  
Car Unloaders

Power Shovels  
One-Man Elevators  
Distributing Spouts  
Wagon Dumps  
Truck Dumps

Rope Drives  
Friction Clutches  
Pulleys  
Hangers  
Bearings  
Gears  
Sprockets, Etc.

Coal Handling  
Equipment

## For Service Install Weller-Made Machinery



*Weller-Made Belt Conveyor and Tripper*

Weller-made equipment includes the latest and most efficient time-saving machinery especially adapted to the handling of grain.

The reputation of Weller-made machinery is firmly established and there are very few of the larger elevators or mills built in the past thirty years that are not wholly or partly equipped with our machinery.

Our organization is composed of men who are experts in their work and who realize that the reputation of the Weller Manufacturing Company must be retained. This guarantees our customers receiving the quality they pay for.

# WELLER MFG. CO.

## CHICAGO

New York

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